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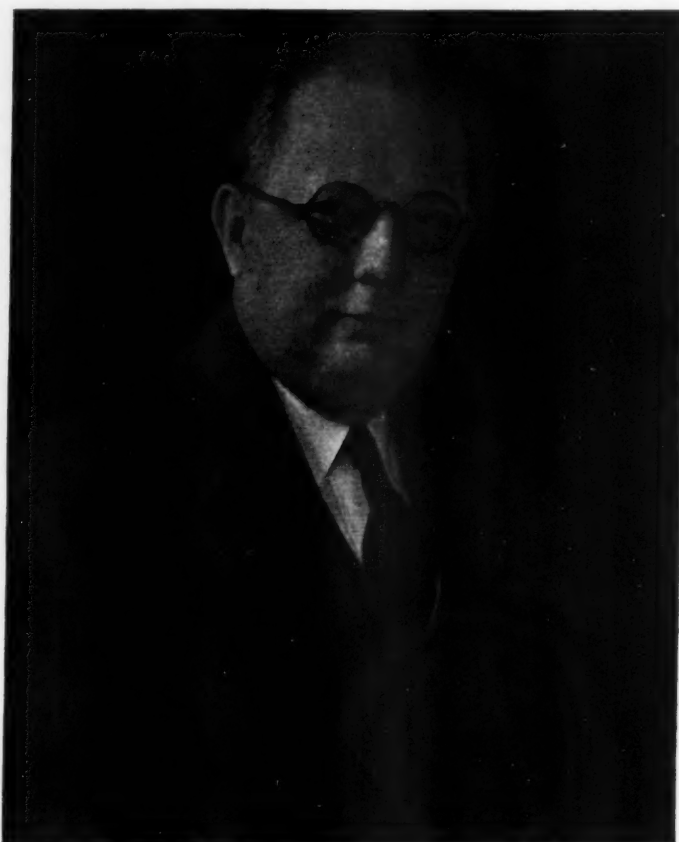
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ANDREW K. MURRAY



IT is with deep regret that the publishers of *DandW* announce the death of Andrew K. Murray, affectionately known in the industry as "Andy."

For the past 4 or 5 yrs., he had been suffering from diabetes which forced his resignation as president and general manager of Distribution and Warehousing Publications, Inc., about 2 yrs. ago. Since that time, he had devoted his efforts to field and sales work, insisting on remaining on the job until the forms for the 1939 Shippers' Directory were closed. Shortly thereafter, he was forced to submit to medical care and on Jan. 31 underwent an operation at the Billings Hospital in Chicago, where he died on Saturday, Feb. 18, at 11:30 P. M., in the presence of his wife and daughter Helen.

He is survived by his widow, Grace Phillips Murray, by three daughters, Grace Ann, Georgiana and Helen, by his mother, Annie Cowen and Brother James and a sister, Annie Fisler.

The funeral services were solemnized by Father Brinker at St. Bartholomew's Protestant Episcopal Church, Chicago, at 2:00 P. M., on Tuesday, Feb. 21; interment at Hazel Green Cemetery, Chicago, immediately thereafter, the day before his 53rd birthday.

He was born on Feb. 22, 1886, on the Island of Ceylon where his father, James McCombie Murray was a tea planter, one of the first to introduce Ceylon tea to America.

Starting in the publishing business in Chicago as a member of the staff of *Western Electrician*,

Andy Murray next went to the Gage Publishing Co.'s *Electrical Record* and thence to the *American Lumberman*, Chicago. In 1913, he became Pittsburgh manager for the Penton Publishing Co., Cleveland, publishers of *Iron Trade Review*, *Foundry* and other journals.

In March, 1916, he joined the Chilton Class Journal Co., a U.P.C. subsidiary, as business manager of the *Tire Rate Book*. In 1924, he became business manager of *Distribution and Warehousing* and in August, 1925, president and general manager of a new U.P.C. subsidiary, *Distribution and Warehousing Publications, Inc.*, a position which he continued to hold until his illness forced his resignation as aforementioned.

The Editor's Page

Handling Interpretation

AN interpretation which, by analogy, would appear to place within the pale of interstate commerce many handling operations which heretofore have been regarded as wholly intrastate, has been released by Elmer F. Andrews, Administrator of the Labor Standards Act.

The New England Coal Dealers' Assn. at Boston, had asked about the application of the Fair Labor Standards Act to unloading coal. The reply stated:

"This is in reply to your letter in which you inquire whether or not employees engaged in unloading coal from cars on a railroad siding, or from vessels alongside a dock, are engaged in interstate commerce. You refer to the railroad siding as the 'retailers sidetrack' and to the dock as the 'dock of the consignee,' and you have concluded that the employees are not engaged in interstate commerce in either case.

"It is our opinion that the coal in the cars on the siding or the coal in the vessels alongside the dock is still in interstate commerce and that employees engaged in unloading the coal from the cars or vessels are an essential part of the stream of interstate commerce and therefore are 'engaged in commerce,' within the meaning of the Fair Labor Standards Act."

In both situations instanced above, the merchandise which had moved in interstate commerce was consigned for local sale; the interstate movement had ceased to that extent. Under the Andrews interpretation, the employees of an intrastate trucker would be engaging in interstate commerce if they carried on their usual function of unloading the coal and carting it to the local retail dealer.

Carried to its logical conclusions, the interpretation might place in interstate commerce and therefore subject to all Federal regulation, the handling of any goods which had passed over a State line, whether such handling be by trucker or by a local warehouseman.

10,000 Truck Bills

ALREADY more than 10,000 bills, all of which would limit or restrain truck operation in one way or another, have been introduced in the State legislatures and with the Federal Congress now in session, there is a threat of additional legislation inimical to truck operators. Too many of these bills are likely to find their way into law and if they do, the restrictions suffered can be blamed on nothing else than complacency on the part of trucking interests and a resultant doing-nothing attitude.

The railroads in their present financial plight must be credited for the excellence of propaganda directed against truck operators and though many of their facts and figures could not carry any weight in an open debate before the public, the latter in the absence of any opposing information has nothing else to believe than what it has been given by the railroads.

The trucking industry knows that the tonnage it hauls annually will not materially affect the earning power of the rails; it knows that the shippers have been saved millions each year in the elimination of expensive packing; it knows also that as far as taxes are concerned, truckers are playing a major part in helping defray highway maintenance costs and new roads; and lastly it has the facts to prove that the plight of the rails at present is not one due to competition but one due to depression conditions.

In spite of such favorable knowledge in relation to its side of the story, leaders of the trucking industry feel that until such facts are brought out and impressed upon the public mind, there is real danger that, in their efforts to help the railroads, the legislators will put through laws that will not only harm motor trucking but waterways as well. What the public in general does not understand is that with these two important branches of transportation placed at a disadvantage insofar as rates and services are concerned, each citizen's best interests are going to be materially affected because of a higher cost of living. Not only will the shippers of foodstuffs and other materials who have geared their transportation needs to the economies of truck and waterway services be forced to pay a higher transportation bill, but the public itself because these higher costs will have to be absorbed in increased prices for the goods they purchase.

Harvey C. Fruehauf, head of the trailer company bearing his name, has started a lone crusade in the cause of intelligent truck legislation. At his own expense he has prepared some very fine propaganda for trucking companies to use in acquainting the public with the real facts about this form of transportation. The trucking industry is indeed indebted to Mr. Fruehauf for this crusading work. However, it must not be forgotten that though such work is going to achieve results, Mr. Fruehauf needs the cooperation of all to get the best results. For those that are interested, there are prepared for the asking stickers and other material that can be used to acquaint the public and the legislators with all the information they should know.

Threat in Transport Monopoly

THE functional weaknesses of transportation agencies are being diagnosed in Washington as this "deadline" is reached, but it is yet too early to predict the outcome.

Hearings on the Lea Bill are attracting some but not nearly enough industry attention. Carriers, and shippers, too, seem oblivious of the fact that they have a rendezvous with destiny in 1939. This may be the year that makes or breaks one or another medium—and if either rail or highway transport loses its present or potential capacity to serve its customers, shippers once again will pay the price of monopoly.

If it were possible to say that the broadly stated,

piously phrased expressions of the Lea Bill will be enacted into law, or will be rejected, carriers and their clients might safely go on their merry way casting only an occasional indulgent smile in the general direction of the perspiring solons on Capitol Hill. The Interstate Commerce Commission might be relied upon to back and fill, to round out the loose language of the pending enactment. But that is not the case. Somewhere within the framework of too many group and individual opinions as to what is wrong with transportation, and what the cure is, may rest legislation "to strengthen the transportation system of the Nation." No agreement is in prospect; and in that very fact lies the danger, for out of compromise has come some of the worst of legislation.

It may be that there will be no action, despite the elaborate preliminaries that have been executed and the long-drawn-out hearings which followed. It is strongly suspected that the Interstate Commerce Commission regards the Bill wrong in approach and impractical in application. The rails fail to see in the measure a permanent solution of their ills, and some of their number have frankly stated that a problem so large needs further study. Trucking interests are frankly suspicious that they are marked for the donors in a transfusion which will give other media new strength.

Viewed from either angle—carrier or shipper—the Lea Bill warrants closest attention. Eternal vigilance should be the watchword!

Music on the Dock

DINNER and dance music carried by leased wire from New York City to the Brooklyn waterfront is now being used by the Isbrandtsen-Moller Co., steamship operator, to "ease the burdens" of between 300 and 400 of its longshoremen and dockworkers at its pier.

This experiment has the aim of improving working conditions, rather than increasing the speed or the efficiency of the workers. Many of these men are from countries that are celebrated for fine music. Thus, the thought is that they would appreciate this entertainment while they load and unload ships.

This company has one of the largest fleets of modern cargo liners engaged in world trade. To what extent the company's theory of "easing the burden" will succeed is too early to pass judgment on, but certainly the effort is a very commendable one and barring unforeseen circumstances should be a real success.

One of the largest interstate van operating organizations some years ago encouraged a similar plan to keep its drivers happy and contented while making their long trips between states. In this case radios were installed and the drivers permitted to dial for entertainment of their own choice. Whether this policy still exists is not known, but at the time of its inception it was very well thought of.

Mobile Warehouse Plan Approved

C. E. Sauls, assistant general manager of the Alabama State Docks, had been notified in a letter from Washington, D. C., that the United States Treasury department, through the bureau of customs, has established a manipulating bonded warehouse at the north side of Pier B.

Mobile shipping experts said the manipulating warehouse would serve practically the same purpose as the foreign trade zone which Gov. Frank M. Dixon has asked to be abolished.

The letter to Sauls said: "In accordance with the authority contained in the bureau of customs' letter of Feb. 8, 1939, the Class 3 bonded warehouse of the State Docks Commission is hereby designated as a constructive manipulating warehouse of Class 8 and upon application in due form made to

Convention Dates

June 15-17—20th Annual Convention at Winnipeg of Canadian Storage & Transfermen's Assn.

July 28-Aug. 7—Seventh World's Poultry Congress, Cleveland, Ohio.

this office (the Mobile customs office) permit for labeling, relabeling and keying of canned meat products under the provisions of Section 592 of the tariff act of 1930 as amended will be granted, provided such meat products have not been released from customs custody. Any manipulating in the warehouse will be done under customs supervision."

Should the trade zone be abolished, the warehouse would virtually serve the purpose at Mobile and, meanwhile, expedite the handling of 40,000 lbs. of Argentine beef recently refused entrance into the zone by general docks manager R. M. Hobbie.

G. T. McGonigal, local customs broker, is reported arranging for handling of the beef.

The manipulating warehouse, described by shippers as affording services similar to a foreign trade zone, is authorized to begin operations at once regardless of action on the plea for abolition of the zone.

Goods may be re-exported from the manipulating warehouse as in the foreign trade zone except that in the former there are certain customs regulations which must be complied with, such as the posting of a bond for the goods.

Hawaiian Sugar Cargoes Moving Through Norfolk

BRINGING 1,400 tons of sugar from the West Coast for discharge, the Nevada of the American Hawaiian Line arrived in Norfolk recently, the first of a fleet of sugar ships. Arrangements have been made for storing the sugar in the big warehouses built by the Government during the World War at the Army Base and now known as the Norfolk Tidewater Terminals. The terminals are now controlled by the Harvey C. Miller interests, a Philadelphia concern, of which W. B. McKinney is now president. Dr. McKinney is a son-in-law of Harvey C. Miller, now deceased.

The sugar was grown in Hawaii and refined in California by the California & Hawaii Sugar Co., which has now added Virginia and North Carolina to its field of distribution.

Warehousemen Honor Memory of Andrew K. Murray

IN honor of the memory of Andy Murray, the following warehouse executives and those closely associated with the industry paid their respects to the man they had loved and respected for many years, by braving a raging snowstorm to act as his honorary pallbearers.

They were, Floyd D. Bateman, treasurer, of Griswold, Walker Bateman Co.; Roy Conway of Trans-Continental Freight Co.; Elmer Erickson, vice president of Midland Warehouses, Inc.; Joe Hackett of Trans-Continental Freight Co.; Tom A. Jackson, president of Jackson Storage and Van Co.; Harry F. Partridge, vice president of Anchor Storage Co.; Wallace J. Schuck, formerly of DandW; Frederick Stanton of Allied Distribution, Inc.; Dean Smith of Anchor Storage Co.; Ralph Wood, executive secretary of the National Furniture Warehousemen's Assn.; F. W. Leedy and A. J. Walker.

Mrs. Murray honored H. S. Webster, Jr., long associated with her late husband and now general manager of DandW, with a place among the chief mourners.

Port of Seattle Must Conform on Storage Rates

Washington State Warehousemen's Assn. has won its fight to put an end to unfair competition by the municipally owned Port of Seattle in the storage warehouse business in Seattle.

A decision rendered by Judge D. F. Wright, at Olympia, the state capital, affirms an order of the State Department of Public Service requiring the Port to pay a percentage business tax to support administration of the state warehousing act and to conform with regulations as to rates and services.

In a hearing last summer, the warehousemen listed 42 commercial accounts being serviced in Port warehouses at rates lower than those fixed by the department. Many of them had been taken away from private warehouses. The department order followed the hearing.

Port of Seattle contested the order in Superior court. The court decision leaves the Port the alternatives of complying with the department regulations, of confining its warehousing to goods in transit, or of appealing Judge Wright's decision to the state supreme court.

Assails Roosevelt Railroad Committee Report

Harvey C. Fruehauf, president of the Fruehauf Trailer Co., a director of the National Association of Manufacturers and prominent in national highway transportation affairs, strongly attacked the findings of President Roosevelt's Informal Committee on Railroad Rehabilitation, recently issued in Washington. Fruehauf stated, "Any attempt to blame the present predicament of the railroads on competition with other forms of transportation will not stand up under investigation and analysis.

"It has been frequently shown by leading economists that the present plight of the railroads is not due to competition by other carriers. Col. Leonard P. Ayres of the Cleveland Trust Co. has shown indisputably that from 1921 to 1935 the volume of railway freight measured in ton-miles varied directly with national production during that period. Railroad freight business lost to competitors in that time was negligible.

"When it comes to a consideration of passenger traffic, while it is true that railroad revenue from this source dropped from about \$1,200,000,000 in 1920 to about 1/3 that amount for last year the combined gross revenue of motor buses and air transport during last year did not total more than \$200,000,000. Certainly no one will contend that all of this was diverted from the railroads. But even if the railroads had secured all of this business it would not have been a material factor in improving their present financial situation.

"While many of the recommendations made by President Roosevelt's committee are no doubt correct and of value, they do not strike at the root of the situation. The railroad problem in this country will never be solved until the railroads adjust themselves to the current demand for their services. They can never operate efficiently or profitably with the present available volume of freight and passenger traffic until they abandon certain unpaying properties, consolidate parallel systems and terminals and scrap obsolete and surplus rolling stock.

"According to estimates made by L. F. Loree, president of the Delaware and Hudson Railroad, F. J. Lisman, Investment Banker, Harold J. Moulton of the Brookings Institute and F. E. Delano, former president of the Wabash Railroad between 60,000 and 140,000 miles of railway property are superfluous and should be scrapped.

"Blaming the plight of the railroads on competition

with other forms of transportation is merely another instance of dragging the well-known herring across the trail. The railroad problem will only be solved when the railroads engage in a comprehensive program of self-analysis backed up by the courage it will take to eliminate unneeded lines, terminals, equipment and personnel."

Harmful Warehousing Bill Confronts New York

A bill has been introduced in the Legislature by Senator Bernard Austin of Brooklyn which affects warehouse operations in New York.

This bill is to amend the general business law with reference to warehousemen as follows:

"Section 112-a: Restrictions on charges by warehousemen. No charge shall be made to the owner by the warehouseman for the inspection of goods by the owner. No charge shall be made by the warehouseman, except storage charges to the date thereof, for the removal of merchandise and goods stored in the warehouse. The warehouseman shall not require that merchandise transported to and from his warehouse shall be so transported on trucks or vehicles owned by him or in which he is directly or indirectly interested, and shall make no charge for the handling of merchandise brought into or removed from the warehouse by such vehicles or trucks not owned by him."

It is felt that this proposal will impose impossible expenses on the warehouseman without any compensating return.

Another provision of this bill would prohibit the sale of goods for satisfaction of a warehouse lien from being held at the warehouse, but would require the goods to be removed to the premises of a licensed auctioneer.

The bill is Introductory Number 560, Printing Number 577.

Every warehouseman is asked to protest strongly and vigorously against this bill to Hon. J. Edward Conway, chairman, Committee on General Laws, State Capitol, Albany, N. Y.

duPont to Spend Ten Million On Nylon Plants

Wilmington, Del., reports that more than ten million dollars will be expended by the du Pont Co. to construct plants for making nylon yarn and nylon intermediates. The announcement was made by President Lamot du Pont in an advance statement from his annual report to stockholders. More than eight million dollars will be needed to build the nylon yard plant at Seaford, Del., and in excess of two million dollars additional will be expended on a plan to make intermediate materials at Belle, W. Va.

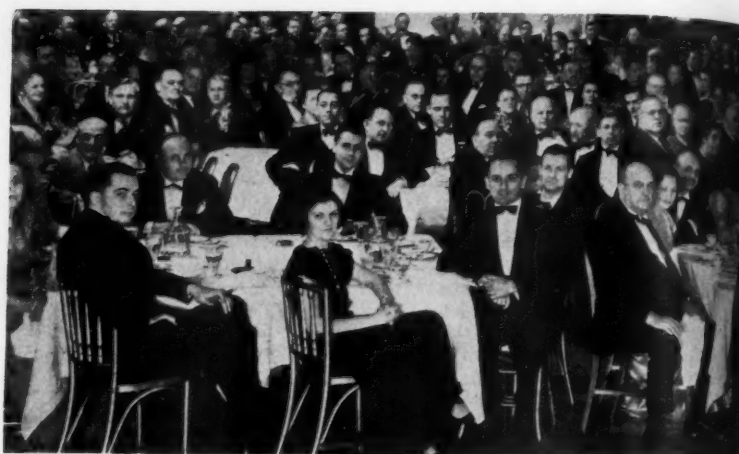
Crucible Steel Plant Moves to Syracuse

News from the office of Mayor R. B. Marvin of Syracuse, N. Y. states that "definite assurance" had been received from the Crucible Steel Co. officials of their intention to move one of their plants, employing 600 men, to Syracuse. The plant to be removed is the Spaulding Jennings plant in Jersey City, N. J., it is stated by T. E. Bogardus, executive secretary to Mayor Marvin.

It is also stated that the company had appropriated \$1,000,000 to finance the moving operations. The necessary land will be deeded to the steel company by the city "for a nominal sum," as soon as contracts for the project are let.

The company has been investigating and developing plans for consolidating and modernizing its various plants in order to increase efficiency.

A.W.A. CONVENTION



Nieman Elected General President. Avery Heads Merchandise Division. Goodfellow Re-elected President of Refrigeration Div.

AN excellent program and attendance marked the 48th annual convention of the American Warehousemen's Assn., held at the Adolphus Hotel, Dallas, Texas, Feb. 15 to 18. Over 250 warehousemen registered. David H. Van Name, who was elected general president last year at the Pittsburgh convention, could not preside this year because of illness, the seriousness of which brought expressions of sympathy from all those in attendance. In appreciation of his work over a long period of time in the affairs of the association, the members unanimously elected him an honorary life member. G. F. Nieman, the general vice-president, presided in Mr. Van Name's place. Mr. Nieman was elected general president for 1939.

The convention opened with a general meeting. The address of welcome was given by Mayor Sprague of Dallas, well known to many at the convention because he is a former warehouseman. Mr. Sprague operated the Dallas Storage & Warehouse Co. some 20 yrs. ago.

Wilson V. Little, general secretary, in his report stated that the membership has increased from 696 a year ago to 701. The gain of five was made up of three merchandise warehouses and two refrigeration. There are now 364 merchandise warehouses and 30 branch houses. Refrigerating warehouses number 232; there are 75 branch houses. Mr. Little also

pointed out that the association had been most active last year in behalf of its members, mentioning amongst the many activities the successful opposition to the train length bill and the action against the Foreign Trade Zone at New York. Mr. Little also reported that the association's long fight since 1907 in behalf of the warehouse receipts act had been responsible last year in adding two more states,

given at the opening session, one by Morgan Rice, Dallas, general statistician, 11th Federal Reserve District; another by F. E. Nichols, Dallas, acting regional director, Wage and Hours Division, U. S. Dept. of Labor; and the third by Clem D. Johnston, Roanoke, Va., vice-president of the U. S. Chamber of Commerce and a member of the executive committee, A.W.A.'s merchandise division.

Mr. Rice's subject was "Natural Resources and Economic Developments in the Southwest." He pointed out that because of diversification of industries in the Southwest that region has had comparatively little recession from the high level of 1937. The Southwest is not dependent on outside industries and is a leading producer of many basic commodities such as minerals, sulphur, petroleum and natural gas. The big problem of the region is now cotton, a product which normally accounts for about three-quarters of the cash income from agricultural production. In 1932, income from this source amounted to \$500,000,000. In 1938 it had dropped to \$155,000,000.

Mr. Nichols answered a series of questions prepared in advance by the A.W.A. and relating to the application of the Fair Labor Standards Act to warehousing and motor transportation. One question that seemed to arouse the most attention was that relating to watchmen and whether the law applied to them when employed by the warehouse or contracted for through a company supplying watch service. Mr. Nichols stated in answer that if a watchman is entitled to the benefits of the act when employed directly by the person engaged in interstate commerce or the production of goods for interstate commerce, he would not lose the benefits of the act by reason of the fact that his services were contracted for through a company supplying watchman services. Mr. Nichols

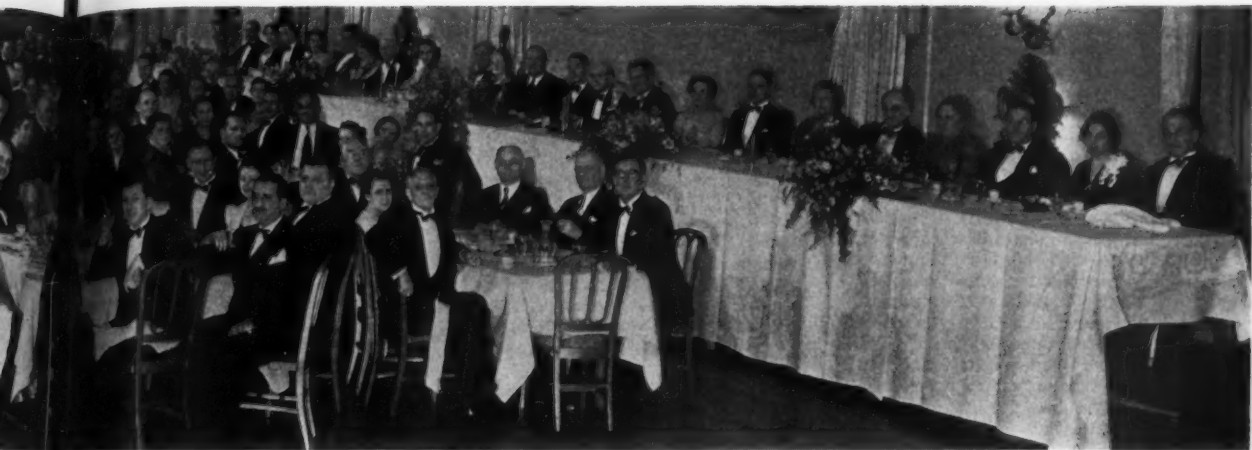


G. F. NIEMAN, general president of A.W.A.

namely, Georgia and Kentucky, to the fold. This leaves only South Carolina and New Hampshire.

Mr. Nieman in his address pointed out that though the warehousemen had during the past year been sorely pressed by mounting taxes, regulation, etc., there was every evidence that the peak had been reached in that regard and that from now on conditions would make for more optimism.

Three addresses of note were



Scene at the 48th annual dinner of the A.W.A., the toastmaster of which was R. L. Carnrike, president of the Southwest Warehouse and Transferman's Assn.

also brought out that warehouses handling interstate merchandise cannot be considered as service establishments and thereby free of the wage and hour ruling. However, there are many warehousemen in the industry who are opposed to this interpretation.

Mr. Johnston's address entitled "Business and the Man. A Search for Enduring Values," came at the conclusion of the first day's meeting to arouse to a high pitch the realization that what this country needs is a sound reaction to good American principles and a breaking away from or retardation of federal control and regulation of business. He warned that though to some extent business might be responsible for the restraints being imposed on it, that the chief worry should be to educate the masses to the fact that business is not the blackguard so many want it to be pictured but the backbone of the country upon which the people will

have to depend for real happiness and prosperity. He pointed out that in one foreign country where everything is controlled by the state, conditions were running smoothly. However, the people were not happy, and that, after all, is the all-important question to be decided.

On Saturday, the last day of the convention, another general meeting was held to elect officers, pass resolutions and to hear reports of special committees. As stated in the opening paragraph herewith, G. F. Nieman, president of the Union Storage Co., Pittsburgh, Pa., was elected president. G. K. Weatherred, president of the Dallas Transfer & Terminal Co., Dallas, Texas, was elected vice-president and W. A. Morse, secretary, treasurer and operating executive of the Security Warehouse Co., Minneapolis, treasurer.

The following resolution was adopted:

1. Federal funds, or loans by the Federal Government should not be utilized for the development of any facilities for foreign trade zones.

2. The purposes of the Foreign Trade Zone Act, while clearly set forth in a statement by the Secretary of Commerce in the press releases of Jan. 29, 1936, and Jan. 27, 1937, should be clarified in the Foreign Trade Zones Act, and it should be clearly stated that the purposes of said zones are not for competition with existing privately operated warehousing facilities within any port of entry, but primarily for the development of the re-export trade of the United States.

3. The Foreign Trade Zone Act should be amended also to provide for proper filing of tariffs and regulation of rates and charges, in conformity with the purpose of the Act, and not below full cost of operation of the zone by the grantee.

Merchandise Division

The Merchandise Division of the A.W.A. elected H. C. Avery president. Mr. Avery, who is president of the Union Terminal Warehouse Co., Jacksonville, Fla., replaces G. K. Weatherred who becomes general vice-president of the A.W.A. Paul Frenzel, vice-president and manager of the St. Paul Terminal Warehouse Co., St. Paul, Minn., was elected vice-president. Ray M. King, president, King Storage Warehouse, Inc., Syracuse, N. Y., was re-elected treasurer. New directors are C. C. Daniel, Jr., Central Storage Co., Kansas City, Mo.; Albert B. Drake, Lehigh Warehouse & Transportation Co., Newark, N. J.; and J. W. Howell, Haslett Warehouse Co., San Francisco. Holdover directors are R. C.

Greeley, Greeley-General Warehouse Co., Cleveland; Clem D. Johnston, Roanoke Public Warehouse, Roanoke, Va.; and H. B. Wilson, Lehigh & New England Terminal Warehouse Co., Bethlehem, Pa.

Mr. Weatherred opened and conducted the first meeting of the Merchandise Division and in his report as chairman of the executive committee pointed out how the association had for close to 20 yrs. struggled against unfair warehousing practices by transportation agencies and how history was made in this regard through the recent decision of the Supreme Court affirming the association's viewpoint. He asked each warehouseman in his own territory to

watch out for continuing unfair competition and to make sure that such situations are remedied.

Jay Weil, chairman of the committee on bonded warehouses, reported little progress in obtaining relief from those governmental agencies concerned with the supervision and regulation of public bonded warehouses and merchandise stored therein. The licensing of Class 2 space continues no matter how much Class 2 and Class 3 space is already in existence and no matter what the requirements of the commerce of the region might be. On the "Part Time Storekeepers vs. Full Time Storekeepers" question, Mr. Weil stated that unfair and injurious practices with their salaries continue to op-

erate against warehouses employing full time storekeepers. The committee found that in practically all ports of entry, it is the custom of the government to carry spare storekeepers and prorate their salaries against the bonded warehouses, the spare men being used to replace the men on vacation or absent on sick leave. The storekeepers on vacation receive their regular pay. The worst injustice connected with this is that private bonded warehouses or warehouses not using part time storekeepers are not charged with any part of this prorated salary expense. Mr. Weil also reported that Mobile as a foreign trade zone had not proved financially successful or a business getter and that as a result the Governor of Alabama had requested cancellation of its license.

A. Lane Cricher, Washington counsel of the association, in his report on "The Washington Scene," gave three reasons why there was no possibility of warehouses escaping coming under the wage and hour law: 1—because a merchandise warehouse moves more than 50 per cent of the goods it stores either in or out of interstate commerce; 2—in the case of labor difficulties the stoppage of goods from moving in interstate commerce would be considered as evidence that warehouses engage in interstate commerce; and 3—in soliciting and advertising for business originating in other states could be considered as evidence that warehouses are engaged in interstate commerce.

S. G. Spear, chairman, committee on cost accounting and rating procedure, cited the danger of warehouses accepting the 3-cent storage and 6-cent handling charges as a general rate quotation instead of as a base rate. Cement, for instance, is a base rate commodity taking 3-cent storage and 6-cent handling. However, if this were packed in 10-lb. packages the rate would be 5-cent storage and 1-cent handling. Thus 100 lbs. in 10-lb. bags would bring 5 cents for storage and 10 cents for handling.

Overhead Costs

Mr. Spear had this to say on overhead costs:

"I understand that a great deal of emphasis was placed on overhead costs applicable to handling. There cannot be too much education on this subject. The lower the wage rate the higher the overhead percentage is apt to be. With a basic wage rate of 40 cents an hour, overhead may run to 200 per cent, making the true cost \$1.20 per man-hour. On the other hand, where high wages are paid, the overhead may be, say, only 80 per cent.

"With a basic wage rate of 75 cents, the true wage would then be \$1.35 per hour or only about 10 per cent more than in the low wage area. This may happen in a variety of ways. More efficiency of the higher paid men; more careful supervision; labor saving machinery. So, if your East Coast or West Coast or Lake Region competitor finds 6 cents a 100 lbs. to be the com-

pensatory base handling rate, warehousemen of the Southern or Country area had better not come to the conclusion that they can get along with 3 cents, just because their wage rate is half of the others."

Mr. Spear stated further:

"Some warehousemen believe that separate rates should be charged for handling in and for handling out. There is no doubt that this is theoretically correct, but we run against the traffic manager who needs to tell his sales department just how much per 100 lbs. to add to the price for local stocking and distribution. He is pretty sure to find someone who will cooperate with him by making an inclusive rate either for a single product or for all of his products."

An address, "Developments in Mass Distribution," given by Dr.



H. C. AVERY, president of the Mdse. Div., A.W.A.

John H. Frederick, University of Texas professor of transportation and industry, was a highlight of the convention, in that it revealed the promise of more business to warehouses because of the increasing tendency on the part of manufacturers to use their own wholesale branches.

Defining "mass distribution" as the total amount of manufactured goods as a mass passing through primary channels of distribution in any 1 yr., Dr. Frederick said the total mass distribution of goods in this country in 1935 was \$43,801,214,000. This represents the total value of goods sold and shipped from 134,392 manufacturing plants.

Comparison of these figures with those of 1929 "brings out some very interesting changes that have taken place and shows that the channels used in mass distribution are not stable, but are changing as conditions warrant," he explained.

"All manufacturers have taken an increasing interest in distribution and are realizing that it is as important as, if not more important than, production," he went on. "In fact, today for many manufacturers the opportunity to bring the level of their prices

down to what industrial and household consumers can afford to pay for their products lies in the field of economics in distribution rather than in economics in production."

During the five-year period chemical and allied products industries increased sales to manufacturers' own wholesale branches materially, as did sales in the petroleum and coal products industry, stone, clay and glass, iron and steel, and machinery. Independent wholesale houses held their own in such industries as foods and kindred products, forest products, transportation equipment. Sales direct to retail houses or consumers by the manufacturers predominated in textiles, forest products, rubber products, leather, stone, clay and glass, and non-ferrous metals.

"Now what does all this mean to warehousing," he asked. "I can only see one result, and that is more business for the public warehousing industry of the country. If manufacturers are to improve distribution conditions they are going to have to assume many of the wholesale functions for which they are now paying through their wholesale discounts, but for which they are getting less in return than they have in the past. Within the past year, a number of national distributors have indicated to me that they definitely see a change in distribution with a more direct contact between the final consumer and the manufacturer."

"Just two examples will show what I mean. (1) A large stove company is at the present time formulating plans in a number of different cities throughout the country which will more or less supplant wholesaler set-ups. This is largely due to the fact that once their products are in the hands of wholesalers the manufacturer's entire sales and distribution set-up becomes very rigid and inflexible. (2) Since the first of the year a large manufacturer of electrical appliances has eliminated three-hundred consigned stocks formerly held by wholesalers throughout the country and has gone into public warehouses with spot stocks at from thirty to forty major marketing centers from which they can ship overnight to any wholesaler in the United States. This change eliminates the tremendous inventory losses from the consigned stocks which, spread all over the country as they were, become more or less fixed and could not be reshipped with any convenience."

"Fortunately the means for these and other manufacturers to handle their own warehousing is at hand. No additional investment is required by anyone. In the already existing public warehouses, strategically located throughout the country we have the flexible facilities for serving groups of manufacturers and their outlets in local trading areas without fixed investments on the part of the storers. If the manufacturers have to absorb more and more of the distribution functions it will become more and more important for them to improve the warehousing situation for themselves as well as for those wholesalers or other distributors who, through improved specialized selling efforts, are able to hold their place in an industry's distribution scheme."

"But suppose manufacturers accept the situation and prepare to carry stocks closer and closer to points of effective consumption. Does this mean that wholesalers will be forced out of the picture entirely? My answer is no. As I see the future development of wholesaling the individual wholesale organizations, at least in most trades, will have to become more and more sales and credit organizations and less warehousing organizations. Wholesalers themselves have indicated this trend by passing the stock-carrying burden back to the manufacturer more and more. In most trades it will, however, be impossible to force the wholesaler entirely out of the picture as most manufacturers will not find it advisable to set up the organizations, the inventories and the personnel to handle piecemeal fill-in shipments to retail stores."

"This will mean though that wholesalers will be able to do business in less space, they will not have the overhead of storage space—dead value most of the time—and they can operate with less expense. This may mean a readjustment of wholesale discounts in certain lines because for

these products today the wholesalers are being paid too much for what they do in distribution.

"I am firmly convinced that the changes in mass distribution which have, and are taking place, will make the warehousing industry reach a stage where it will assume a position of even greater importance in the distribution phase of industry. It is the task of the industry to show manufacturers how, through the use of public merchandise warehouses, they may more nearly than by any other means, achieve the traffic man's and the sales manager's Utopia. This being: To ship only in carload lots; to sell so as to obtain cash returns as quickly as possible; to ship goods as manufactured; to buy the fewest physical movements between points of production and points of effective consumption."

E. V. Sullivan, chairman of the Ocean and Gulf Ports Committee, reported on the highlights of the committee's activities during 1938. The outstanding achievement was the successful culmination of the long drawn out litigation with the

carriers in connection with Ex Parte 104, Part VI. Mr. Sullivan also touched on the warehousemen's victory in connection with the decision of the United States Maritime Commission on Docket 421—B. M. Arthur Lumber Co. vs. American Hawaiian Steamship Co.—which indicated that the Maritime Commission's rules and regulations in connection with storage practices of water transportation agencies would be helpful to the storage industry. This case involved involuntary or penalty storage rates assessed by the American Hawaiian Steamship Co. on a shipment of shingles. In this decision the Maritime Commission assumes full jurisdiction over rates and charges applied by water transportation agencies on penalty storage where discrimination, prejudice or

unreasonableness prevail. In this connection, Mr. Sullivan said:

"Of course, our greatest competition in connection with water transportation is in connection with voluntary storage practices, and I am informed that the Commission is of the opinion that it does not have jurisdiction over the non-transportation activities of the carriers. I am, however, advised that they are at present preparing a suggested bill, to be presented to Congress for enactment, that would explicitly give them jurisdiction over all transactions, including storage and handling of goods moving by water transportation agencies. As I understand it, this proposed bill would enable them to issue rules and regulations in developing storage, handling, dockage and other charges, whether it be the terminal facility of a water carrier or of a private operator, or a pier facility owned and operated by a railroad company. If such be the case, and if they follow the practice established by the I.C.C., we can look for some relief from the cut-throat competition that many of us have experienced in connection with the voluntary storage practices of water carriers."

Refrigeration Division

THE first session of the Association of Refrigerated Warehouses convention held in conjunction with that of the Merchandise Division of the American Warehousemen's Assn., was called to order by its president, C. (Jack) Goodfellow. His opening address dwelled upon the trials and tribulations of the industry, its problems and the difficulty of solving them by cooperation among the membership.

Outstanding among those matters discussed at the convention were the following:

Resolutions recommended by D. W. Tacket, chairman, Cost Accounting Committee that the group adopt the square foot, or index system, as a basis for establishing rates, rather than the cubic foot basis, so as to bring rating methods to conform to the plan now used by the general merchandise warehousing members.

That the association adopt the net piling space as a basis of determining costs, meaning that a cold storage warehouseman would measure the net piling space in his storage vaults, eliminating aisles, vestibules, engine room, elevators, delivery docks, and all other non-revenue bearing space, and base the cost upon this rentable space only.

That the association adopt an ideal or basic floor load for accounting procedure.

That the membership be polled by mail or otherwise as to their actual experience or theory of the difference in cost of ownership and operating storage freezers as against coolers, and, that the association arrive at a fair average and advise the membership of this

differential to be used in future cost accounting procedure.

That the group through its cost accounting committee establish a



C. (JACK) GOODFELLOW, re-elected head of Refrigeration Div., A.W.A.

recommended general classification of expense accounts, together with sub-headings or detailed expense accounts, so that the larger warehouses can use these general headings with the desired detailed accounts and the smaller warehouses can use the general headings only. This will make an inter-change of cost information comparative.

And that if and when the five foregoing recommendations have been acted upon that the cost accounting committee proceed with an active educational campaign with members and non-members alike which this committee trusts

will bring about an adjustment of rates predicated upon the individual warehouseman's cost rather than non-compensatory rates supposedly competitive with some far-distant warehouse quoted under shopping pressure.

Executive secretary W. M. O'Keefe in his elaborate report of the executive office in 1938 stated among many things that the association now has 227 paid-up regular members, 75 branch house members, and 9 honorary members, a total of 311 located in 40 states, the District of Columbia and Canada. He also reported that there are 636 public cold storage plants in the United States, included in which there are a number of concerns engaged, for the most part, in the manufacture and sale of ice, also a number of companies located in Washington, Oregon, Idaho, New York, the Virginias and other states whose services are confined almost entirely to the handling and storage of fruits and vegetables.

Mr. O'Keefe in touching on the subject of locker plants stated that these will prove detrimental to the commercial refrigerated warehousing industry, and that insofar as their operations in the freezing of fruits and vegetables is concerned, will have an adverse effect upon the quick-frozen foods industry and the sale and consumption of all refrigerated products.

Because of an important conference requiring his presence at another city, the address of Professor W. R. Woolrich, Dean of Engineering, University of Texas, was given the first day instead of on Friday. Dean Woolrich's address, Cold Storage in the Readjustment of our National Eco-

conomic Life, brought out the following facts:

1—That the total amount of food which the typical American eats annually is not greatly affected by hard times, depression, etc. The principal effect of a depression upon the consuming public is that it changes the nature of the food it consumes but does not reduce materially the quantity eaten.

2—That the growth in trucking of perishables from the fields or orchards in Florida, Texas and California to the chain store or fruit booth further northward has been so great that the national per capita consumption of green vegetables, fresh fruits, dairy products, meats and nuts has increased rapidly to a point of alarm to those whose livelihood depend upon the sale of wheat flour, corn meal, rice and similar products.

3—The development of the condensing type of refrigeration unit at a reasonable price and with full automatic features that eliminate the need of a full-time operator has made possible the decentralization of cold storage to the country store, the farm dairy, the plantation, and the locker plant.

Dean Woolrich, in further comments on the locker storage question, stated that the refrigerated warehousemen should recognize at once in the growth of locker storage houses that this is a decentralization movement of the whole cold storage business in America. In the United States the warehousemen have been prone to look upon this movement as not their field, but in Canada some of the warehousemen recognized this new industry as one of their own and acquired storage space and facilities for those who wanted this service.

Nominating Committee

Following Dean Woolrich's address came the report of the nominating committee. The by-laws of the association require four members elected annually to serve on the executive committee for a period of 3 yrs. The following men were elected: C. (Jack) Goodfellow, Fort Worth; R. M. Hagan, Los Angeles; Robert Island, Portland, Ore.; and Robert Brady, Philadelphia.

At a meeting of the executive committee, held later, the present officers were re-elected for 1940, namely, C. Goodfellow, president; R. M. Hagan, vice-president; and L. M. Ashenbrenner, treasurer.

The report of the law and legislative committee, headed by J. E. Salisbury, carried considerable information on the Wage and Hour Act and the need for changes therein. One suggestion was that a resolution be passed by the con-

vention to the effect that, among other things, the 150 per cent overtime basis of pay shall relate to minimum wages established by the Act and shall not be required as to hourly rates of pay already appreciably higher than said minimum rates. "If our industry," stated L. A. Bailey, San Francisco, proponent of the resolution, "were confronted with a minimum wage of 25 or 30 cents and an overtime minimum wage for work beyond 44 or 42 or 40 hrs. of 37½ and 45 cents per hour, we would not have to be as much concerned as we all are now where base wages are 50 or 60 cents per hour (or higher) and overtime wages are, therefore, 75 or 90 cents or more for work during seasonal peaks where regular employees can't be spared from lack of fully-experienced fruit and produce handlers."

Standing Committee

The report of the standing committee on warehouse loans created a great deal of interest and comment. In this connection Mr. Hagan stated that Los Angeles operated a clearing house in charge of an expert on commodity values and that warehouse loans were agreed upon in advance and standardized throughout the territory and that it had worked out exceptionally well from every angle.

Among the influences that have appeared in the past few years to increase the risk in making warehouse loans may be mentioned the increased areas of production that have appeared in many sections of the country; apples, formerly produced in comparatively few areas, are now grown in practically every state in the union; the poultry population has spread to all parts of the country; citrus fruits are produced in ever-increasing quantities; rapid transportation has been developed to the point where distribution to all sections is no longer a serious problem; the funds made available for cooperative effort at low interest rates, the control of production, and market control of various commodities by federal authorities, have all had an important part in the changing picture.

"It is my belief," said G. F. Liles, chairman of the warehouse loans committee, "that warehouse loans, interest rate and service charges, should be removed from the competitive field entirely. If and when this can be accomplished, credit and ledger information may be exchanged freely, and will be a long step forward in reducing the losses that so many of us have experienced in the past few years."

In connection with costs, F. E. Hesse, of the United States Cold Storage & Ice Co., Chicago, stated that he would like to call attention

to the members of the cost of handling frozen foods in and out of the warehouse. He stated that his records covered a 6-wk. period and showed labor cost only in handling frozen foods in and out amounted to 24 cents per 100 lbs. based upon labor at prevailing rates of 68 cents per hour and that he felt that rates in cold storage for frozen foods should ultimately be revised upwards to meet these increasing costs.

The second day of the convention opened with remarks on "Cold Storage Holdings," a report by William Broxton, U. S. Department of Agriculture, Washington, D. C. Mr. Broxton spoke of the difficulty that he was having in getting accurate data from the enlarged report; the main difficulty being that packers of frozen foods which cover the main item of the larger report do not seem to be able to differentiate between quick-frozen products and cold pack products in barrel lots. Mr. Broxton stated that it was very evident that the information in these reports was being favorably received and that the data contained therein was most valuable.

It was Mr. Broxton's opinion that some changes should be made in future reports, which is being taken under advisement, the main change being that no attempt will be made to keep an accurate record of quick-frozen products in small containers and in the future these records will consist of barreled cold pack frozen products with quick-frozen products included as a single item for all 30-lb. containers and under.

Wage & Hour Law

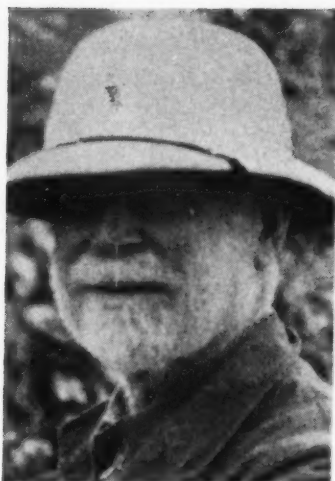
The committee report on the wage and hour law, presented by Mr. Appel, was not in writing, brought about, as Mr. Appel expressed it, by the fact that the committee as a whole was not in agreement as to any specific findings. Apparently about half of the committee definitely felt that the status of the cold storage industry and its relation to the 44-hr. week should be vigorously contested.

Others thought that it was a process of development which was countrywide and could not be stemmed by any individual attack and that nothing could be accomplished by the A.W.A. bringing the matter into the limelight because of the small number of members connected with the A.W.A. in comparison with the employee group throughout the United States.

The Friday morning session opened with the reading of the report of the research committee by Mr. Hagan in the absence of Gardner Poole, its chairman, who was



ELMER ERICKSON



S. M. HASLETT



JOHN W. TERREFORTE

The American Chain of Warehouses, Inc., at its annual meeting the week of the A.W.A. Convention elected Elmer Erickson of the Midland Warehouses, Inc., Chicago, president. S. M. Haslett, of the Haslett Warehouse Co., San Francisco, was elected vice-president and J. W. Terreforte, as secretary. The American Chain added three new members last year to give a total of eighty-five warehouses in the group.

sick. This report was enthusiastically received. It brought out among many things a number of important problems that are now under consideration, namely:

1—The use of oat flour extract as an anti-oxidant agent for treating mackerel fillets which were to be frozen and stored over considerable periods of time.

2—The use of ultra-violet irradiations for the purpose of destroying bacteria on the surface of fish fillets. This irradiation is made use of both for fish fillets which

are prepared for market in the unfrozen state and those which are prepared for freezing for storage purposes.

Miss M. E. Pennington informed the members during the period of discussion that shell eggs are going into storage 9 mos. of the year in the East and going out regularly instead of going in and coming out seasonably. She also pointed out that poultry, broilers and fryers, is being sold fresh in the East to the tune of 200,000,000 lbs. annually.

Miss Pennington in her paper,

"Adaptation of Refrigerated Gas Storage to Perishables in the United States," brought out the information that the rails are applying carbon dioxide and are lining the cars with good kraft paper under wall coating to the CO₂ gas. She also reported appliances now available to regulate the flow of vaporized dry ice and to give maintenance of a constant composition of the atmosphere. Apparently research on this subject has been much more extensive abroad than here but Miss Pennington looks for



CHARLES C. DANIEL, JR.

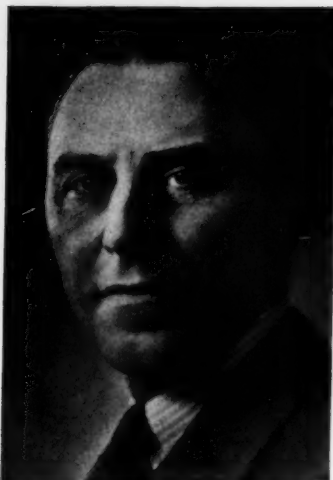


A. L. FISCHER



J. G. TEMPLE

Distribution Service, Inc., at its annual meeting in Dallas, the week of the A.W.A. convention, re-elected C. C. Daniel, Jr., Central Storage Co., Kansas City, Mo., president. A. L. Fischer, Atlas Storage Co., Milwaukee, was elected vice-president and J. G. Temple, secretary. The directors include Messrs. Daniel, Fischer and L. L. Schwecke, Houston, D. G. Bates, Portland, Ore., Jay Weil, New Orleans, H. E. Ward, New York, and E. V. Sullivan, Philadelphia.



E. H. OTTMAN



B. E. WOESTE



JOHN J. EGAN

Associated Warehouses, Inc. at its fifth annual meeting during the week of the Canners Convention at Chicago, Jan. 22-27, elected E. H. Ottman, National Warehouse Corp., Milwaukee, president. B. E. Woeste, Otis Terminal Warehouse Co., Cleveland, was elected vice-president and John J. Egan, Seng Waterway Warehouse Co., Chicago, vice-president.

a development in this country once this subject gains its accustomed start.

Following Miss Pennington's address, Mr. Hagan showed a film of the processing and freezing of fruit juices. Here orange juice, as well as grape fruit and lemon juice are squeezed from the ripe fruit; sealed in a can under vacuum and frozen by passing through a tube in contact with 30-deg. below zero alcohol brine.

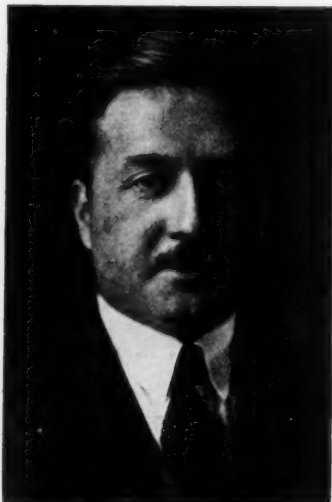
In behalf of A. J. Hecker, St. Louis, R. M. Switzler discussed at length Mr. Hecker's report on the World's Poultry Congress which is to be held in Cleveland from July 28 to Aug. 7 inclusive this year. Mr. Switzler stated that his inter-

est in this poultry congress was brought about because up until the present time no frozen poultry had been considered as such in the exposition and he felt that the A.W.A.'s interest was in improving the frozen food feature of this congress.

Mr. Switzler stated that a complete investigation of this whole subject made by Mr. Hecker had proved that a worth-while exhibit could be installed for a sum approximately \$10,000 and that as manifestly the association as a whole could not afford the financing of such a venture that his interest was to have a definite commitment from the present members of the A.W.A. as to whether or not

they would back individually this development.

It was finally moved and seconded that the association should sponsor this activity and it should be financed by appealing to the membership for funds on some agreed basis to be paid for in proportion to the amount of frozen poultry carried in each warehouse in proportion to the total per cent and it was pointed out that \$10,000 could be financed by the warehousing industry if each member could pay something like 1 cent per pound of the total number of pounds of frozen poultry stored at a given date. It was finally left to the officers as a whole to develop plans and a rate basis for making these assessments.



W. D. LEET

Allied Distribution, Inc., at its annual meeting in Dallas during the week of the A.W.A. convention, re-elected W. D. Leet, president and treasurer. Frederick Stanton was re-elected vice-president and E. Scott Johansen secretary. Officers and directors include the aforementioned and J. D. Beeler, Mead Johnson Terminal Corp., Evansville, Ind.; E. W. Cobb, Fitz Warehouse & Distributing Co., Boston; G. W. Lamb, South End Warehouse Co., San Francisco, and Wellington Walker, Griswold-Walker-Bateman Co., Chicago. Mr. Beeler was chairman of the meeting. The keynote address was given by T. E. Gannett, Standard Warehouse Co., New Orleans.



FRED STANTON

N. I. T. L. VOICES OPPOSITION TO LEA BILL

Resolution to Congress at Washington Meeting, Feb. 23, Asks for Private Operation of All Forms of Transportation

DRAWN to Washington by the pendency of the Lea Bill to regulate transportation agencies and remake the structure of federal supervision, the National Industrial Traffic League met at Washington Feb. 23 and announced opposition to that measure.

Gathering under the chairmanship of Charles W. Braden, New York, the League epitomized its attitude on the transportation problem in the following resolution:

"Resolved: That Congress should declare that the national transportation policy is to preserve and promote private ownership and operation of all forms of transportation; to preserve the inherent advantages of each; to promote safe, economical and efficient service; to encourage competition and the establishment and maintenance of reasonable charges for transportation services, without undue discriminations, undue preferences or advantages, or unfair competitive practices, all to the end of insuring the development and preservation of national transportation service adequate at all times to meet economically and efficiently the full needs of the commerce of the United States."

The conference went on record in favor of creation of a transportation board within the I.C.C. to study all phases of the transportation problem, fiscal and operating. Such a board would have the power to recommend administrative and legislative changes but would have no power to change any established policy.

One of the several grounds of opposition to the Lea Bill was the proposal that all forms of transportation be placed under I.C.C. regulation. The conferees declared against any further federal supervision over water carriers, either through the I.C.C. or the U. S. Maritime Commission. Recodification of Parts 1 and 2 of the I.C.C. Act was opposed "for the time being."

No support was found in the meeting for creation of a "reorganization court," as recommended by the President's committee. This tribunal was proposed as an agency

to hear and act upon transportation reorganizations. The plan is too involved and the job too great for such a board to handle, speakers agreed.

Revision of the rate-making machinery, under Sec. 15A, was opposed, pending further study and establishment of its feasibility.

The League went on record in favor of the Chandler Bill (H. R. 3704) to amend the uniform bankruptcy act and afford railroads relief. Under this bill, if two-thirds of the underlying stock is voted as favoring waiver of rights, and a road is thereby enabled to continue economic operation, the federal courts would be empowered to approve such an agreement.

The following statement of carriers' problems was agreed upon as representing the findings of the meeting:

Before corrective remedies can be administered intelligently, a thorough understanding of the underlying causes of the illness of our transportation agencies is essential. And as our railroads remain and must continue to remain the major agency in our transport system, it is proper particularly to consider the causes that have brought them to their present unfortunate condition. Differences of opinion exist with regard to this question, but it is the considered opinion of the League that among the principal causes are the following:

1—The unprecedented depression which has existed, with short periods of alleviation, for a decade. The blighting effects of the depression have been felt in all industries, but have been particularly pronounced in the so-called heavy goods industries upon which the rails are particularly dependent for traffic. Restoration of confidence by business and investment capital will bring resumption of productive activity in industry and produce a volume of traffic for the rails, and other transportation agencies, that will go a long way toward solving their present problems.

2—Decentralization and Relocation of Industries. The effect upon

rail traffic of the process of decentralization and relocation of industries that has taken place since the war period, and which is continuing, is not fully appreciated. That it stands next to the depression in its effect on rail revenues seems probable. Decentralization not only causes loss to the rails of long haul traffic, which as a whole is conceded to be the most profitable, but also because of the generally smaller areas of distribution of the new plants, it makes the traffic more susceptible to competition from other forms of transportation. While there are many contributing factors, rigidity of freight rate structures, with mileage scales predominant, has played an important part in the decentralization process.

3—Competition. In the past, the rails have encountered financial and business depressions and have suffered, but never so severely as at present. The rails are now faced with competition from other forms of transportation, in some instances government operated or subsidized, which is far more pervasive and serious than ever before.

4—Labor Costs. One of the most important factors in the present condition of the rails arises from labor costs. As a result of negotiations between the carriers and the employes and of decisions by adjustment boards, the carriers are paying for work which is not done or is unnecessary.

5—Fixed Charges. The failure or inability on the part of the rails to reduce substantially their fixed charges.

6—Taxation. The constantly recurring increases in taxation have greatly contributed to the increase in cost of transportation.

7—Public Improvements. Rail carriers are required to bear heavy expenses, in excess of direct benefits to them, for many public improvements.

8—Land Grant Rates. Many rails are required to transport government property at rates materially less than prevailing commercial rates and are thereby deprived of just revenue.

9—Government operation and/or subsidization, direct or indirect, of agencies of transportation competing with the rails.

10—Uneconomic Transportation. Failure to bring about greater economy and efficiency in rail transportation, through abandonment of unnecessary and unprofitable branch lines, coordination of train and terminal services, and consolidations of properties and services which could be made in the interest of efficiency without depriving the public of needed transportation.

NFWA CONVENTION

**Bostwick Heads N.F.W.A.
and Niedringhaus Be-
comes Executive Presi-
dent of Allied Van Lines.**



THE 19th convention of the National Furniture Warehousemen's Assn., held at the Adolphus Hotel, Dallas, Texas, Feb. 7 to 12, is of importance to shippers particularly because of the policy adopted to greatly widen the scope of van service throughout the country. This is to be accomplished by the admission to associate membership of responsible transfer companies which will act as booking agents for Allied Van Lines. As a matter of record for those members not at the convention, these associate members will have no voting power and can hold no offices in the organization.

Marion W. Niedringhaus, president of the General Van & Storage Co., St. Louis, was elected executive president of the Allied Van Lines, Inc., to succeed John Wilkinson of Charlotte, N. C. Mr. Niedringhaus will retain the presidency of the General Van & Storage Co. and will spend a portion of his time at the Chicago headquarters of the Allied company.

W. T. Bostwick, Manhattan Storage & Warehouse Co., New York, was elected president of the National Furniture Warehousemen's Assn., succeeding Milo Bekins of Los Angeles. Hugh Walsh, Haugh & Keenan Storage & Transfer Co., Pittsburgh, was elected vice-president and regional director of the Eastern Division; Walter T. Theibault for the Central Division; Frank A. Payne, Lyon Van & Storage Co., Los Angeles, for the Western Division; and Chester Bradley, Dallas Transfer & Terminal Warehouse Co., Dallas, for the Southern Division. Directors for 3 yrs. are

Allie Meyer, W. L. Inglis, Milo and Claude Bekins. Oscar W. Thomas, Kansas City, Mo., heads the nominating committee for this year. The other members of the committee are as follows: Dean C. McLean, Seattle, for the Western Division; George B. Anderson, Evanston, Ill., for the Central Division; F. E. Buckley, T. G. Buckley Co., Boston, for the Eastern Division; and Ernest T. Chadwell, Bond-Chadwell Co., Nashville, Tenn., for the Southern Division.

The Dallas convention from every standpoint was eminently successful. Attendance amounted to over 250 and the program was widespread in its coverage of subject matter. This year the lighter side of the convention, namely entertainment, was outstanding, due to the work of the many committees appointed for the purpose. "Texas Night" will long remain in the memories of those who attended this cowboy costume party.

Storage Volume

The opening business meeting on Feb. 7 was featured by the annual report of Milo Bekins as president of the N.F.W.A. Mr. Bekins stressed on the need of increasing storage volume, especially of household goods now stored in basements, garages, etc. He also stated that conditions would be immeasurably improved for the moving end of the business as well as storage were there less harmful legislation to contend with. A lightening of this burden on the people as well on business will make for general prosperity.

It was brought out in the discussion after the report of the laws and legislation committee that state control of household goods storage

might work out if storage companies had a voice in the working out of same. Otherwise, laws might be enacted that would do real harm. This session also went on record as opposed to the filing with the I.C.C. of rates for packing and hauling household goods from the residence to the freight station.

The report on the second day of the storage committee, headed by George W. Gerlach, reported that considerable storage of old furniture is being lost due to its being sold rather than held for sentimental purposes. It was also stated that the inferior character of modern furniture now on the market is responsible for the sale of goods rather than the storing of same.

In the report of the sales promotion committee, headed by Frank A. Payne, the members were urged to become more civic-minded and to become identified with local organizations as a means of securing more business. The members were also urged to put more effort in their telephone sales inquiries.

Louis Schramm, Jr., as chairman of the advertising committee, gave a very concrete example of what happens when a company cuts down or ceases advertising. He cited one company whose business dropped from \$120,000 per year to only \$30,000 after it stopped advertising for business. Walter Theibault in his paper, "Cooperative Advertising," pointed out that warehousemen are overlooking the ignorance of the public as to the real services offered by the industry. In other words, many warehousemen are taking too much for granted and many thousands of dollars of business is being lost annually simply because the custom-



Texas night at the convention of the N.F.W.A. proved one of the outstanding events in the program of entertainment arranged for during the week

ers don't know what the industry can do for them. As a result, considerable household goods furniture is being sold or being auctioned that would otherwise be stored.

In the report of the packing department committee headed by Francis E. Buckley, it was brought out that in some instances the railroads were shipping household goods without packing or crating or were resorting to the use of paper, all of which made for claim adjustments. It was suggested the requirements of the Consolidated Classification be changed in this regard, it being pointed out that when such agreements with forwarding companies for better packing had been consummated, no fur-

ther difficulty had been experienced.

It was decided as a result of the report of employer and employee relationship committee, headed by F. L. Harner, that the companies would be better off in their efforts to perpetuate their individual destinies by building on mature experienced people rather than on youth.

The Rate Committee, headed by D. S. Wooley, advised the formation of a file on packing and shipping jobs from each city. This would aid considerable in the quoting of through rates from residence to residence. Under the plan outlined, each member would forward their rates to the rate committee which would compile the information in pamphlet form so as to be distributed to the membership from the Chicago headquarters of the association.

Similarly, it was suggested that the various cities exchange copies of their labor union contracts to enable more uniform agreements between labor and management.

Milo Bekins pointed out at the time the group adopted a resolution opposing the Texas 7,000-lb. load limit law that roads are not damaged by big loads but by speed. He stated that the 7,000-lb. law increases the number of trucks on the highways and that their increased speed over the more-heavily laden six-wheel or tractor-trailer units was responsible for greater harm to the pavements. It is the axle weight that should be considered in figuring effect of pounding on roads.

The handling of van trailers carrying household goods on railroad

cars was something new at the convention, the idea being illustrated with a working model. This car looks like a baggage car, but is split in the middle to permit the swinging of one side of the car to one side in order to permit direct loading of the trailer. The latter is backed by the tractor up an incline right into the car. The side of the car which has been swung to one side is then swung back and locked in place. The loading and unloading convenience is the real appeal of this new idea.

John L. Rogers, I.C.C. member, in his address urged closer cooperation.
(Concluded on page 20)



W. T. BOSTWICK, president of the N.F.W.A.



MARION W. NIEDRINGHAUS, elected executive president of Allied Van Lines.



THE 8th annual convention of the Mayflower Warehousemen's Assn., held Feb. 8 to 11 at Edgewater Park, Miss., was a real success in every respect. Members from over 80 cities were represented and that coupled with the excellent weather conditions, golfing, boating and other attractions was sufficient to make the trip to this watering place very worth while. The members went home with the satisfaction of having had a good family get-together and at the same time having accomplished much from the business angle.

K. K. Meisenbach, president of the American Transfer & Storage Co., Dallas, Texas, was elected president. He replaces E. C. Spargo, president of the Bridgeport Storage Warehouse Co., Bridgeport, Conn., who in honor of the services he rendered last year was presented with a fine watch. Mrs. J. P. Ricks was presented with a handsome traveling case by the wives of the members in appreciation of the hospitality program arranged by her for them. Henry Lamkin, executive secretary, was presented with a set of golf clubs in appreciation for his efforts in connection with the convention, etc.

Other officers elected for 1939 include the following: secretary-treasurer, Gordon E. Millott, Sandusky, Ohio; vice-presidents, Eastern Division, Frank E. Hess, Waterbury, Conn.; Central Division, W. Lee Cotter, Akron; Southern Division, L. C. Abbott, Ft. Worth; Mid-Western Division, Wm. H. Sullivan, Lincoln, Neb.; and Pacific Coast Division, Wm. P. Shirk, Spokane, Wash.

The directors this year include, E. C. Spargo; Andrew M. Kenlon, Jr., New Rochelle, N. Y.; C. M. Neff, Lancaster, Pa.; Carl F. Bailey, Huntington, W. Va.; Ray

MAYFLOWER CONVENTION

K. K. Meisenbach Elected President. Group Adopts All-Risk Insurance Plan for Members.

Wagner, Springfield, Ohio; Mel P. Stremmel, Oklahoma City, Okla.; Paul S. Steward, Chattanooga, Tenn.; J. M. Long, Cedar Rapids, Ia.; H. P. Melius, Milwaukee, Wis.; and Guy M. Penn, Santa Ana, Cal.

The chairman of the nominating committee for 1940 is A. H. Naish, Cincinnati. The other committee members are as follows: Eastern District, Lawrence Dunn, Boston; Southern Division, Carl Wittichen, Birmingham, Ala.; Central and Mid-West Division, George Dintelmann, St. Louis; and Pacific Coast Division, Frank Redman, Jr., Santa Monica, Cal.

Although the program was an all-inclusive one, touching on operating, storage, legal, advertising and other important topics, the outstanding action taken at the convention was the decision to adopt all-risk insurance for members of the association.

W. Lee Cotter, chairman of the

insurance committee, led the discussion. Each member under the all-risk transit certificate will be covered "on physical loss or damage from any cause whatsoever, excluding loss or damage from insects, moths, vermin, ordinary wear and tear and/or gradual deterioration, inherent vice, depreciation and/or delay." The rates to be charged are quite reasonable and are on a mileage basis and valuation.

The master policy will provide that certificates may be endorsed to also cover the property insured while stored in members' warehouses subject to the same terms, conditions and requirements as required under the transit certificate. The rates for the storage coverage shall be arrived at by applying the co-insurance fire contents rate applicable to the warehouse.

George Dintelmann, St. Louis, made a very interesting report as chairman of the railroad traffic committee. He stated that his committee had been in touch with every trunk line tariff and with every freight association committee and that he was informed that some of them have no jurisdiction, while others state that the matter is in suspense and that there is nothing at this time to indicate immediate action. Others have stated that they have heeded the committee's request on the handling of household goods.

"We do know that household goods are expected by the Northern Pacific Coast Freight Bureau, the Steamship Freight Bureau of New York City, the Chesapeake and Ohio Freight Department, the Southern Freight Assn. at Atlanta and the Trans-Continental Freight Bureau at Chicago," Mr. Dintelmann stated.

He continued, "The Western Trunk Line Committee of Chicago,



Members and guests in attendance at the 8th annual convention of the Mayflower Warehousemen's Assn., held at Edgewater Park, Biloxi, Miss.

claims it prefers not to make an exception of household goods, because the general rule is that exceptions must be kept to a minimum.

"The Pacific Freight Bureau in San Francisco reports that the motion to except household goods was lost, and the Southwestern Freight Bureau's motion to except household goods failed for approval.

"The Union Pacific Railroad advises that although the motion was lost at its meeting, July, 1937, it expects it to come up again shortly.

"The Committee earnestly desires that every warehouseman contact freight bureaus, tariff bureaus, and traffic bureaus, wherever they can, in order to check a universal exception in the handling of household goods.

"Another phase of our work has been a request to the members of the Western Trunk Line territory not to abolish commodity rates on household goods and immigrant moveables. The motive in this was not exactly selfish, but rather to show our customers that we have a competitive condition, that as such we can continue to give to our customers sensible and trustworthy advice as to how their particular shipment might be forwarded, economically and safely."

In part 2 of his report, Mr. Dintelmann touched on the problems presented in packing and shipping and the fact that perhaps some of the members were not taking the best advantage of the rails for handling their shipments from their platforms to the depots and from the depots at origin to destination. He stated further:

"In St. Louis we are some 5 miles from 28 depots. Our plan is to secure every possible shipment, bring it to the warehouse, charge



K. K. MEISENBACH, president of Mayflower Warehousemen's Assn.

for packing and drayage inbound, and charge a moderate price for handling. Our price of \$2.75 per cwt. for shipments of 1,500 lbs. or more, with a slightly higher pro-rate charge for smaller shipments, enables us to quickly quote the pack and ship rate to our corresponding warehouseman's door. The shipments are brought in and our trucks deliver them possibly at 3 or 4 p.m., the railroad signs our bills of lading and we have these in the mail to our corresponding warehouseman the same evening, 99 per cent of the time within 24 hrs. after having picked up the shipment at the shipper's home.

"I do think we should recommend handling of smaller shipments by rail—in that way we are building up the idea of warehousemen handling household goods from city to city."

In part 3 of his report Mr. Din-

telmann drew attention to the new packing methods used at furniture factories, under the trade name of pre-packing. The National Retailers Furniture Assn. is exerting considerable pressure on the manufacturers to change traditional packing. There is a possibility of this affecting the work of household warehousemen because the casters or slides are set on a wooden base which in turn is screwed to a back on the article setting in this angle which also might contain the mirror or other delicate ornament submerged in a carton.

The Benx Langan Storage & Moving Co., represented by Mr. Dintelmann, has been using quite a number of large veneer cases, which he claims to be practical and cheaper as well as giving the customers freight, handling and damage savings. Among the various boxes and cartons used were 70 boxes on the average of 40 cu. ft. each.

Lift van shipments are reported to have very few claims when properly packed. Mr. Dintelmann also reported that new furniture is being handled out of Michigan cities effectively. An example is about nine to sixteen bedroom sets per load at a tariff that breaks about \$125.00 for a 500-mile haul with ideal loading and unloading conditions.

All convention proceedings in detail will be sent out in mimeographed form to the members all over the country. In adopting this new policy the group has fallen in line with other associations that acquaint non-convention-attending members of all that has transpired.

Also to be considered as something new in the affairs of this association was the attention paid at this year's convention to those

members who carry merchandise. As about 50 per cent of the membership is composed of merchandise warehousemen, considerable thought was given at the meeting to future development of topics of interest for discussion at future conventions. Clem D. Johnston of Roanoke, Va., led the discussion at a luncheon get-together at which some twenty-five were present. Mr. Johnston was appointed chairman.

The second day of the convention was given over entirely to a program arranged by the Aero Mayflower Transit Co. P. A. Cooling, president, was in charge. In his comments Mr. Cooling denied the rumor that the Transit company has any thought of ever entering the warehouse business and that it has any desire of adding more branch offices in other than the key cities now used. He also pointed out that the first months of 1939 have shown a great increase in business and may be a forecast for the rest of the year.

It was also announced by John Sloan Smith who is in charge of the Transit trucks that when and if there is a desire for cab-over-engine design his department is now ready to start building that type.

E. S. Brashears, attorney at Washington, D. C. pointed out that helpers are under I.C.C. rule in respect to hours and wages and that packing tariffs are to be controlled and included in the hauling charge tariff.

Wm. P. Shirk, Spokane, Wash., in his report as chairman of the advertising committee, recommended expenditure for advertising of at least 4 per cent of the sales total. Some companies, he found through direct inquiry, were spending from 5 to 6 per cent and getting good results. Radio advertising was found too expensive and not as beneficial as telephone directory and newspapers. According to his estimates, Mayflower agents spent \$261,700 for all kinds of advertising of which the newspapers got \$107,000 and the telephone directories \$109,000. Mr. Shirk advised the members to consider seriously the use of advertising agencies or others skilled in this work, pointing out that these men would secure better results for them through the excellence of their layouts, etc.

H. C. Neal, Cleveland, in his report as chairman of the public relations committee, pointed out that the consensus of opinion was that there was needed more enforcement of the present laws and that no more laws should be considered until this enforcement was accomplished. This applies also in warehousing. It was also brought

out that a well-established warehouse with a fine association connection can do a better job of regulation than can be rendered under state control.

The following resolution was passed as a result of the above discussion: "Whereas, it has been brought to the attention of the convention by result of a questionnaire and general discussion that it is impossible for our members to understand fully all of the new laws and regulations placed on the statute books for the regulation of our business; and whereas, the members of Mayflower Warehousemen's Assn. want to be co-operative, loyal citizens, and we feel that we have all of the laws and regulations we can at this time understand, assimilate and apply;

Therefore, we recommend to the several state legislatures that we have no new laws, and to our regulatory bodies that they enforce the existing laws."

Merle Sidener, public relations counsel to the Transit company, stressed in his talk entitled "You and Your Public" that business management is a trusteeship in employee relationship. These men because of their close contact with the customer must be relied on to maintain good will. Not until these men realize this will the best relations with the public be accomplished.

Clem D. Johnston, who is a vice-president of the U. S. Chamber of Commerce, as well as a member of the Mayflower association, received a rising ovation for his address, "Business and the Man." In this he pointed out the danger of permitting any of the foreign ideologies to gain a foothold in this country, stressing the fact that once this happens there is no turning back to former conditions. He implored the business men to do everything in their power and through good deeds to break down the present class distinction, state and federal regulation and control of their affairs. Such conditions, unless checked, are the forerunner of totalitarianism and regimentation.

N.F.W.A. Convention

(Concluded from page 17)

ation with reference to the enforcement of the Motor Carrier Act. He stated that the Commission is really doing a fine job and that the operators would be of more help to this governing body were they to remain patient on the matter of compliance. He reminded them that rail service had been in existence for over 100 yrs. and that I.C.C. regulation had existed for 52 yrs. As a contrast, the motor freight

business had been in existence for only about 20 yrs. and regulated just a little over 3 yrs. Further, that water transportation was even older than both the rail and truck service. Thus, each mode of transportation depends upon the other for complete coordination in order to get the best effective distribution of merchandise.

The railroads, Mr. Rogers pointed out, are beset with many ills. They have about 265,000 miles of main line rails and a total of 400,000 miles. Their investment in the past 20 yrs. has increased 30 per cent to a total of \$8,000,000,000. Their plant facilities have not been used to full capacity, even during the war. They have experienced a traffic decrease of 50 per cent.

Mr. Rogers ended his talk by pointing out that the rails were doing their best to solve the present problem and that they preferred assuming the attitude of letting others take care of their own problems.

He compared the motor carriers with the Chinese army. They are superior in numbers, approximately 6,000,000 in their employment, as compared with less than 1,000,000 employed by the rails. The latter figure is a drop of 1,000,000 from the number employed until recent years. After citing these figures, Mr. Rogers then prophesied that the motor carriers may take a licking just as China is experiencing, if they don't pay attention to organizing and using their superiority of numbers in the best way to solve their common problems.

I.C.C. Bars Freight Rise

The Interstate Commerce Commission withheld permission to a group of railroads recently to increase freight rates on iron and steel items to many points in the Middle West.

The commission denied the roads' petition for authority to increase rates to intermediate points while maintaining present reduced rates on the items from Chicago and Peoria, Ill.; Manitowoc and Milwaukee, Wis., and St. Louis and Kansas City, Mo., to St. Paul, Minneapolis and Duluth, Minn. Current rates are substantially below the normal basis. The reductions were made several years ago by the railroads to meet truck and water competition.

Representatives of manufacturers and distributors of iron and steel articles at Des Moines, Waterloo, Cedar Rapids and Mason City, Iowa, protested the increased tariffs to intermediate points. The commission's decision upheld them.

A Proposed Plan for the Creation of A BOARD OF CERTIFIED TRAFFIC MANAGEMENT

F. A. KEELING

*Traffic Manager
The National Colortype Co.
Bellevue, Ky.*

I SUBMIT herewith a proposed plan for the creation of a board of certified traffic management, developed by G. W. Hoel, traffic manager of the Trane Co., LaCrosse, Wis.

Mr. Hoel on page 17 of the February issue of *DandW* gave a very fine plan for others to follow in their respective states in getting groups together for discussion of the traffic institute and the adoption of a program to be submitted to the legislature for enactment. Mr. Hoel stated:

"This particular program would not have to be adopted on a national basis to start with. Ten states could be selected for the proper start to be given a program of this kind and the legislation easily enacted. These ten states could act as a so-called laboratory for the program. If any difficulties are found, you will agree with me that it would be easier to change them in a smaller group than it would be to change them if the program was adopted on a national basis to start with. However, we should have a definite complete program agreed upon and adopted by representatives in each state before proceeding with any legislation.

"I think it would be best to have the same program adopted in all the states so that if a person should qualify as a certified traffic manager in one state and later be transferred to another state, the new State Board under which the man would work would know definitely that he is properly qualified as a certified traffic manager and could issue a new certificate to practice in that state."

It is expected that some may not agree with Mr. Hoel's program, which appears herewith, and in submitting same it may be well to consider the viewpoint of D. I. Sweany of Baltimore, Md., who says:

"Nothing is perfect in the world when it is started, and it will be impossible to have even a perfect plan when the program (or institute) is actually put into operation. It is, of course, a goal to reach for and to try to obtain before the institute starts, but we should not



A number of state groups have enthusiastically begun organizing for Traffic Management Standards

delay by trying to make a proposition so perfect as to lose the use of such a plan over a period of long years.

"In other words no one can acquire anything until the start is made and after certain plans are believed to be the best at that time, I feel that they should be put into actual operation, with all eyes turned toward the operation for constructive criticism and future development. In this way 'in starting' a conclusion can actually be reached through practical administration of the institute plans."

Letters that I have received indicate that in Alabama, Virginia, Maryland, Missouri, Wisconsin, Texas, South Carolina, and soon Ohio, organization work is going on.

Mr. Hoel's plan is as follows:

PROPOSED PLAN FOR THE CREATION OF A BOARD OF CERTIFIED TRAFFIC MANAGEMENT

It shall be enacted by the Legislature of the State of _____, An Act to establish a Board of Traffic Management and to provide for the examination and registration of certified traffic managers; to provide rules and regulations concerning the practice thereof and to provide penalties for the violation thereof.

Section 1. Board of Certified Traffic Management—appointment—tenure. The Board of Certified Traffic Management shall consist of three (3) members all of whom shall be practicing certified traffic managers having practiced and been engaged in traffic management in this state for at least five (5) years. Within sixty (60) days after this act takes effect, the Governor shall appoint the members of said board for terms as follows: One (1) for a term ending one (1) year from the effective date of said act, one (1) for a term of two (2) years from the effective date of said act, and one (1) for a term ending three (3) years from the effective date of said act; and upon the expiration of each of said terms and of each succeeding term, a member shall be appointed for a term of three (3) years but no member shall be eligible for more than two (2) consecutive terms of office. Vacancies occurring in the membership of the board, for any cause, shall be filled by the Governor for the unexpired term.

Section 2. Powers and Duties. The Board shall have power and it shall be its duty to: (1) Adopt, print, publish, and distribute reasonable rules not inconsistent with the provisions of this act for the guidance of the public, registered traffic managers, and applicants for examination; (2) compel the attendance of witnesses; (3) register oaths; (4) take testimony; (5) require proof in all matters pertaining to the administration of this act; (6) keep a record of all their proceedings including applications for examinations, registrations and certificates, showing the reasons for the refusal of any such application or for the revocation or suspension of any registration or certificate; (7) preserve testimony taken in all hearings provided for in this act. Testimony may be oral or by deposition; and when oral the questions and answers shall be taken down by a certified shorthand reporter and full transcripts thereof made for the use of the parties interested; (8) the treasurer elected shall upon assuming office, file with the Secretary of State a good and sufficient bond in

a company authorized to do business in this state in the penal sum of \$5,000 and shall on or before June 30 of each year, pay all sums remaining after the payment of the expenses authorized by this act into the State Treasury to be there carried to the credit of and subject to withdrawal by the Board of Certified Traffic Management; (9) the Board shall make an annual report to the governor of its proceedings with an account of all moneys received and disbursed, a list of the names of all the registered traffic managers whose certificates have been revoked or suspended and such other information as it may deem proper or the governor requests and do all other things required by this act to be done by said board.

Section 3. Annual Register. The Board of Traffic Management shall have printed and published for public distribution in January of each year, an annual register which shall contain the names, arranged alphabetically, of all registered under the act; the names of the Board of Certified Traffic Management; and such other matters as may be deemed proper by the Board of Traffic Management. Copies of said reports shall be mailed to each registered Traffic Manager.

Compensation

Section 4. Compensation—expenses. No compensation shall be paid to any member of the Board for services as such, but the members thereof shall be allowed the necessary traveling, printing and other expense incidental to the discharge of their duties. Bills for the expenses of the Board or its members, shall be audited and allowed by the State Treasurer, and shall be paid from the fees received under the provisions of this act.

Section 5. Annual meetings—election. The Board shall hold an annual meeting during the first week of July of each year and a special meeting within sixty (60) days after this act takes effect for the purpose of electing from its registered members a chairman, a secretary, and a treasurer; and it shall meet not less than two times each year, at least one of which meetings shall be held at the State Capitol. Two members shall constitute a quorum except as otherwise provided.

Section 6. Definitions—Certified Traffic Managers. All persons engaged in the practice of traffic management within the meaning and intent of this act, who, holding themselves out to the public as qualified traffic managers, either in their own names or as executive employees of industrial, railroad, or civic corporations, and perform for compensation a service which requires traffic management or advice: the preparation, verification or certification of transportation information and related statements for publication; and/or who in general and incidental to such work render professional assistance in any and all matters of principle

and detail concerning traffic procedure and the record, presentation and certification of the same.

Section 7. Other Items Defined.

(a) A Certified Traffic Manager is a person who receives from the Board of Certified Traffic Management of the state, a certificate under any law of the state relating to Certified Traffic Management and which certificate has not been revoked under due process of law; and is entitled to use the abbreviation C.T.M. in connection with his name. All others may use their title in full as stated herein and no other.

(b) A Traffic Manager is a person who is engaged in the practice of traffic management at the time of enactment of this act and who is not a Certified Traffic Manager, but who can qualify as such under the provisions of this act.

(c) An Associate Traffic Manager is a person who is qualified to perform certain definite traffic work but because of limited training and experience, is unable to secure the certificate.

(d) Assistant Traffic Managers are those who are thoroughly familiar with Traffic matters and work under the direct supervision of a Certified Traffic Manager or a Traffic Manager.

Section 8. Examination. All applicants for registration as Certified Traffic Managers, except persons actually in such practice at the date of the passage of this act, and except as provided in Sections 10, 11, and 12, and all persons who desire to become Certified Traffic Managers, shall be required to take a written examination to be conducted by the Board of Certified Traffic Management and upon satisfactorily passing the same, shall receive certificates as Certified Traffic Managers and shall be entitled to practice as such upon the payment of annual fees as in this act provided.

Editor's Note: Two of the largest resident schools will submit in the April issue their idea of a standard course and examinations, in outline.

Examination

Examination provided shall be conducted at least once each year in May or November, or both, as the Board may term expedient.

The Board shall, at its meeting, establish the time and place of holding such examinations and shall cause to be published a notice thereof for not less than three (3) consecutive days in each of three (3) daily newspapers published in this state and last publication to be not less than sixty (60) days prior to such examination, and shall notify all candidates of their success or failure within a reasonable time, stating the grade received on each paper or subject.

Section 9. Qualifications for examination. Every applicant for the examination provided for in the preceding section must be over

twenty-one (21) years of age, a resident of the United States, of good moral character, a graduate of a high school, having at least a four-year course of study or its equivalent as determined by the Board of Certified Traffic Management, or a graduate of a college or university commerce course of at least three years, majoring in transportation. The following shall, however, be accepted in lieu of the college or university commerce course:

Five years' continuous practical traffic management experience since completing satisfactorily an approved course in traffic management either by correspondence or residence.

Section 10. Oral or written examination. All practitioners as described in Section 6, who at the time this legislation is enacted, shall have been engaged in such practice for five years or more, the last three of which have been in this state, shall upon satisfactorily passing an examination upon the practical principles and practice of Traffic Management, be issued certificates to practice as Certified Traffic Managers, provided request for such examination is made in the original application for registration within sixty days after the effective date of this act. The examinations as provided in this section, shall be either written or oral at the option of the applicant and shall be held as soon as possible after the application has been received by the State Board of Certified Traffic Management as created by this act, and certificates shall be issued within twenty days after the date of such examination to all who successfully passed the same. When an oral examination is taken by an applicant, the questions and answers shall be fully taken down by a certified shorthand reporter.

Registration

Section 11. Registration of Certified Traffic Managers. All who have been engaged in the practice of Traffic Management in this state at the time of the passage of this act who desire to continue in such practice, shall upon application to the Board of Certified Traffic Management, be registered as follows:

All persons entitled to certificates of this act as Certified Traffic Managers shall be registered as Certified Traffic Managers and be issued certificates to practice as such for the ensuing year.

Section 12. Registration of applicants to practice. All applicants for registration and certificates to practice Traffic Management, for whom no provision is made in the preceding section, shall be required to take and pass the examination as provided for in Section 8, except as follows:

(a) The holders of unrevoked certified traffic management certificates granted in this state under the authority of this act who have not been engaged in the prac-

(Continued on page 77)

MATERIALS HANDLING FORUM

Conducted by

MATTHEW W. POTTS

THE FORUM will provide a place where the manufacturer or the user may set forth opinions regarding materials handling equipment and methods now in use or contemplated. If you have a problem on which you desire assistance—write the Forum. If you have ideas as to how to improve handling methods—write the Forum. Questions regarding the best type of equipment for handling specific commodities are pertinent; as are questions regarding the adaptability of various types of equipment for a specific problem or installation.

Hand Trucks

THE FORUM appreciates controversial subjects, and would like to be able, in every instance, to give a definite opinion, but because of varying operating conditions, it is sometimes impossible to answer questions in such a way that they will apply in all instances.

For example, this question has been asked a number of times, in various forms: "WHAT IS THE BEST TYPE OF HAND TRUCK TO USE IN WAREHOUSE HANDLING?"

This question implies not only the type of truck, but also the details of construction. This is almost like asking a parent to name his favorite child out of a family of six or more. Invariably the reply would be: "We like them all, but each one has a decided trait, and a definite place to fill in the family circle."

The same is true regarding hand trucks. That is, any truck which is operated by manual labor. We find that trucks have been designed just for particular operations, such as the handling of barrels, the moving of pianos, refrigerators and other cumbersome equipment. There are also dollies, with casters—platform or warehouse trucks with casters and wheels—two-wheel stevedore hand trucks with straight handles—two-wheel stevedore hand trucks with curved handles—two-wheel platform skids with two-wheel jack handles—regular four-

legged platforms and hand lift trucks, etc. Not only are there these various types, but each type can be obtained with steel wheels, rubber tired wheels, and of either wood or steel construction.

It will be seen from the above that there is a large variety of this class of equipment, which can be considered just hand-handling equipment, or auxiliaries to help the men move the products with more ease.

We have not tried to go into the question of whether these trucks should be equipped with steel wheels, or rubber-tired wheels; or with plain bearings or roller bearings.

The FORUM is ready to admit that it cannot say that there is any one type of truck which can be used for every type of warehouse. However, we note, in our "Shippers' Supplies & Equipment" pages, the names of a number of truck manufacturers who have developed trucks for warehouse use.

These companies have devoted considerable time to this important subject, and some of them manufacture a wide variety of trucks; some manufacture only special trucks for special purposes, while others manufacture a complete line of wood, steel, platform type, stevedore type, etc.

It would, therefore, be impossible for the FORUM to cover this subject as well as it could be covered by getting in touch with these advertisers, and seeing what they have to offer in the way of materials handling equipment of this type. Even though you have been using trucks for years, remember that new developments have been made, even in these simple handling devices, and it is well to know of the new types of equipment which are obtainable.

Points to Consider

There are certain points, however, which should be given serious consideration. For instance, it has been found in a number of operations, that a certain weight and type of stevedore hand truck with curved handles, is more effective for that particular operating group than would be a similar truck with straight handles. On other operations, just the reverse is true.

Therefore, it is essential, when purchasing new equipment, to give consideration to the operating man's point of view. However, in obtaining this information, it should be based on facts, and not merely on personal preference.

Frequently, if a large change-over is to be made in equipment, it is advisable to buy one unit or two units, put them into service, and

then see how the men "take" to the new type of equipment.

If there is a demand for the new equipment, and the old is laid aside automatically, then it is possible to definitely ascertain that the new equipment is better than the old.

"Rule of thumb practice" or the "cut and try" method, is not always to be advocated, but in the case of hand truck equipment, this method of trial and error has been found advantageous by a number of warehouses.

A number of attempts have been made to try and collect data from actual users regarding their preference on hand trucks and equipment of this class. However, it has never been possible to correlate this information in a form where it would be usable.

There is a possibility that if a definite question were asked, regarding a certain operation for hand trucks, and all of the factors were known, it would then be possible for the FORUM to make definite recommendations.

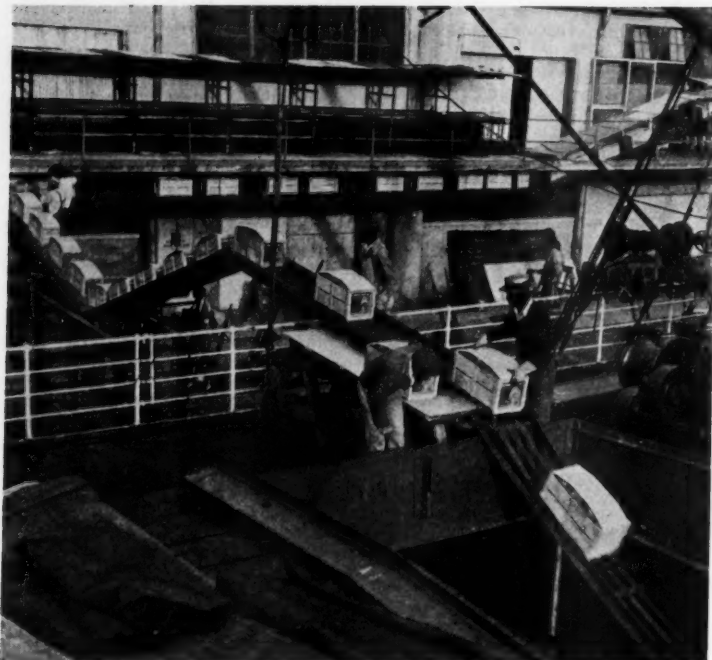
Also, if certain equipment now in use is to be replaced, and defects are to be eliminated, either in the design of the equipment or its operation, then a statement of that specific problem, in detail, will receive our immediate attention, and we will be glad to express our opinion and make recommendations.

If any of our readers feel that there is a certain type of hand truck, which is the one best truck for a certain operation, we would appreciate hearing from them.

Scott Heads Motor Truck Assn. of So. Cal.

At a recent meeting of the new board of directors of the Motor Truck Assn. of So. Cal., O. H. Scott, manager the J. A. Clark Draying Co., was elected president for the current year. Mr. Scott succeeds Al Meyers, owner of the Western Transportation Co., who was elected chairman of the board, a position created in recognition of the excellent organization work done by Mr. Meyers in the interest of the state-wide motor truck industry. Other officers elected were: Brin W. Belyea, head of Belyea Truck Co., first vice-president; E. B. Collinge, owner the Progressive Transportation Co., second vice-president; Hal Halverson, general manager Star Truck & Warehouse Co., third vice-president and secretary, and Tom Wade, Wade Transportation Co., treasurer.

The present staff of the association was retained, Stuart Russel as executive secretary, and William Klebenow as field representative.



How automatic loading of ships is carried on at the cold storage plant of the Tampa Union Terminal Co.

Tampa Union Terminals

HANDLING COSTS REDUCED 70%

With Conveyers

By W. J. ZINK

THE Tampa Union Terminal Co. operates a shipping terminal and cold storage for the receiving, storage and shipment of merchandise by rail and water. During the fruit packing season it handles about 1,000,000 crates of fresh fruit which is placed in cold storage prior to shipment.

Previous to 1933 the handling of these goods was done almost entirely by hand trucks and during the shipping season of 1932 the management realized that something must be done to increase the storage capacity, speed up the handling and reduce the costs which had become almost prohibitive.

In the summer of 1933 the Mathews Conveyor Co. was called in and the problem laid before it.

On making a survey, we found that the cold storage building was six stories high by 144 ft. square and served by two elevators which were located about 100 ft. from the receiving platform and a like distance from the shipping dock. The method of receiving goods was by motor truck; a half-dozen or more trucks would arrive within a few minutes of each other which caused congestion and long delays in unloading which was not only costly to the Terminal company but costly to the truckers.

The loads were unloaded onto hand trucks and pushed over to the

elevators which elevated them to the storage floors. At that time the second, third, fifth and sixth floors were used for storage of fruit. It was necessary to leave aisles wide enough for the free movement of trucks to distribute the goods over the floor areas, which meant that about 40 per cent of the floorspace was lost.

After careful checking we found that if the aisle space could be utilized that the second and third floors would take care of their present storage requirements. With this in mind we proceeded to lay out a system of conveyers that

would take care of the receiving and distribution over the second and third floors area, keeping in mind the future expansion to the fifth and sixth floors.

We divided the second and third floors with six belt conveyers running South to North, and along the south end of the building placed a belt conveyer running West to East. This conveyer was arranged to automatically discharge onto any one of the six conveyers and was connected with inclined conveyers from the receiving platform below. This system was designed to handle 20 cases per minute to



Crates of citrus fruit are received into cold storage rooms direct from receiving platforms by means of belt and roller conveyers.

each of the second and third floors, and not only relieved the congestion of trucks waiting to be unloaded but reduced their handling costs 65 per cent.

Our next problem was to get the goods from the cold storage to the ships and cars. In loading the ships time was the main factor. To reach the markets at Northern ports the ships had to be loaded with 30,000 to 40,000 crates and on their way in from 10 to 12 hrs., allowing for docking time, arranging rigging and lost time in stevedoring an average. Thus, 4,500 crates would have to be handled per hour, to obtain this average.

It was found that four lanes would have to be delivered to the ship at the same time. This was accomplished by installing a belt conveyer along the north end of the cold storage building on the second and third floors running West to South. This belt had to be wide enough to carry two crates abreast and so arranged to receive crates from any two of the cross belts on the second and third floors at the same time. This established our four lanes to the docks. These conveyers were continued across the transit shed and connected to two similar conveyers running along the dock long enough to reach all four hatches of the ship. These were then connected by four portable dock conveyers that could be attached any place to suit the hatches of the ship and arrange to automatically receive the crates from the conveyers along the dock.

This system was designed to handle 25 crates per minute on each lane or a total of 6,000 crates per



Growers' trucks are spotted at receiving platform, where crates of citrus fruit are unloaded and placed on conveyers leading into the 2nd and 3rd floors of the cold storage plant.

hour. Allowing for the lost time referred to the average per hour is about 4,700.

The entire system, from the receiving into storage, and from storage into the ship, is automatic and by installing this system they were able to handle their peak loads without using additional storage space. Their handling costs were cut about 70 per cent.

In 1936 it was found necessary to further speed up the receiving of goods and an additional inclined conveyer was installed from re-

ceiving platform to the third floor, increasing their receiving capacity by 1,200 crates per hour. About this time the motor trucks had increased so much in length they were experiencing delays in unloading on account of the long distance to carry the boxes out of the trucks. To eliminate this, telescoping belt conveyers were installed which could be inched into the trucks and kept right up close to the load. This saved many weary steps with 100-lb. crates, and cut the time of unloading in half.

Air-Conditioning for Furs, Fabrics and Rugs

EVERY locality has its own atmospheric condition to contend with and nowhere is it more important that these specific conditions be well understood than in the storage of furs, fabrics, etc.

At the Washington Storage Co., Miami Beach, Fla., special study has been given the care and protection of fabrics entrusted to them. Each type of fabric requires its own peculiar handling—whether it be fine silk draperies, wool rugs, upholstered furniture or fur garments. The salt water atmosphere of this locality makes for mildew and rot. Because this community is to a large extent seasonal, with a cross section of the country's Who's Who and leaders in the social register occupying magnificent estates during the winter season and then storing valuables for from four to eight months, adequate provision

must be made for the proper care of these valuables.

It was to satisfactorily provide proper storage facilities for the different kinds of fabrics entrusted to its care that the Washington Storage Co. installed an air-conditioning system. A Bryant system was selected, affording complete humidity control. The entire group of vaults can now be automatically controlled. Each vault has its own peculiar requirements, based on the character of goods stored therein. Daily readings are taken of the temperature in each vault, and the humidity is kept within bounds.

One of the important phases of the business is the care and storage of fine rugs. Some of the finest Orientals are stored here for a part of each year. Every rug is cleaned before going into a vault.

In addition a rug repair shop is maintained under expert super-

vision and domestic as well as Oriental floor covering is looked after.

For the Orientals are offered such services as reknitting, reweaving, redesigning, repainting, serging, fringing and stretching. Domestics provide for cutting and making, laying, binding, fringing, patching and reweaving.

The air-conditioned furniture vaults have to be most carefully regulated so as to provide just the right humidity for wood and fabric. Only a most scientific knowledge of the subject makes it possible to do this.

Since air-conditioning the fur storage vaults there has been a nice increase in business.

In the South in particular the care of furs is a problem, but with the facilities of an air-conditioned storage vault the owner of even the most expensive furs has adequate protection.



LETTERS TO THE EDITOR

"Track Location" Helpful Information for Directory

WE make up many pool cars, most of which are stopped at a public warehouse for partial unloading. We use your directory of warehouses in obtaining the names of such warehouses. Naturally, the warehouse at which a car is stopped must be in route to destination. If not, it necessitates a two-way switch, and that we cannot stand.

May I call your attention, for example, to the (A) Warehouse Co. of Buffalo, which is definitely located on the tracks of the (blank) railroad, according to the information contained in your directory, while the (B) Warehouse Co. does not give its track location. Supposing then that for our own reasons we have found it to our advantage as well as that of our customers to patronize the (B) company, we would be obliged to either call it long distance or cause delay to the car by correspondence. The long distance charge in this instance would be \$1.10. Occasionally we are obliged to wire warehouses out West for this information.

If you designate the name of the railroad upon which each warehouse is located it would be of material help.
—E. G. Lindberg, t.m., Climalene Co., Canton, Ohio.

Benefits of Unified Rail Terminal System

IF a unified terminal system for handling freight were adopted by the railroads at points served throughout the United States, would the railroads be placed in a better competitive position with other forms of transportation, and would such an adopted system benefit shippers and the general public?—Boyd Erlbeck, Stockton, Cal.

Yes, the railroads of the country would certainly be in a better position to accomplish the service they offer, and the shippers and consignees would be immeasurably more satisfied and served than under the present setup.

This is a matter that has been discussed pro and con for many years; opinions vary. In the meantime a scattered system, or lack of system, has grown into being. The rails have tackled the problem in a hit and miss fashion, alleging in some cases that they are aiming for the unification goal, but coming far from it. In the meantime, a new form of transportation has arrived with its competition for the rail tonnage, and some of the units in that service have recognized the growing need and have acted. But they are only a small part of the whole, and what they have done on unification has only emphasized the need for it over the entire industry of transportation.

The truck operators are a comparatively new factor; they have not been too long in the field to have established their plants at the tremendous outlay of the rails, and most of them have not taken advantage of the rail carriers' mistakes; but learning, apparently as they are, the crying need for unification, there are results in this new field.

With the rail carriers, they, too, in some measure, realize the heavy outlay attending the scatter-system now in force and the inroads made in net revenue. On

the other hand, even with the desire for unification, if and where it exists, lack of capital and perhaps lack of cohesive thought and planning leaves the rails in a dilemma from which they would be glad for relief.

To suggest a general plan would be out of the question; needs in different sections call for different treatment; but, the basic idea of uniformity is there and is crying loudly for someone to cure it. It is not a job for anything but widespread and concerted action and thought, and it is not the work of a day or a time limit numbered by days. The sickness, if it can be called such, is of too long standing for an immediate cure; but for the benefit of the carriers, the shippers, and the general public, a cure is called for, and "who and where is the doctor," is the real question.

Institute Should Include T. M.'s of Chambers of Commerce

I HAVE read with a great deal of interest the article entitled, "Institute Baby," appearing in December, 1938, issue.

The conclusions which I reached some months ago have been verified by your article. My conclusion was that traffic managers of Chambers of Commerce were excluded from the proposed American Institute of Traffic Management.

I, personally do not know of any justifiable reason why such traffic managers should be excluded. It is indeed embarrassing to a person to be traffic manager of a Chamber of Commerce and not be recognized by the profession. A traffic manager of a Chamber of Commerce is better qualified in many ways to promote the profession than a traffic manager of an individual company. This is true because traffic managers of Chambers of Commerce handle many traffic and transportation problems requiring knowledge of practically every commodity that moves. A traffic manager for an industry is only concerned with a given commodity.

It seems to me that the institute as it is now proposed shall fail, if traffic managers of Chambers of Commerce are to be excluded. I do not know why this class of traffic managers should be, so to speak, "kicked in the pants" and traffic managers of industries allowed to be members.

Traffic Managers of Chambers of Commerce, no doubt, will demand equal recognition. I do not feel that it is my duty to make an extensive campaign to get traffic managers of Chambers of Commerce to assert their rights. This is because I do not have the time in which to do it, as I am already overlaid with work. However, I am not in a position to stand by and say, "let John do it," and if need therefor be, I shall do everything that I possibly can to bring about proper recognition.

I am fully convinced that the institute should be formed for the protection of the profession to which we belong. The time is ripe for such an organization. Therefore, if I can be of any material service in bringing about the institute in which all traffic managers will be equally recognized, I am at your command.—W. G. Burnette, T.M., Traffic Bureau, Chamber of Commerce, Lynchburg, Va.

(Concluded on page 84)

WATERWAYS AND TERMINALS

Intercoastal Lines

Resign—Rate Protest

The Luckenbach Steamship and the American-Hawaiian Steamship lines, two of the largest operators of cargo tonnage in the intercoastal trade, have resigned from the intercoastal steamship freight association in protest over the rate practices of the Shephard and Calmar lines.

The resignations were dated Feb. 21 but under the conference rules cannot become effective until the 60-day notice period has elapsed unless the other members agree to immediate withdrawal.

There is fear in the trade that the resignations of these two companies will start a bitter rate war in the trade between Atlantic and Pacific coast ports but many believe that the practice complained of will be adjusted. The complaint is based on the inability to induce the Calmar line to withdraw or modify its tariff rule 29 which permits mixtures into carloads of less carload quantities with each item comprising the mixed carload taking its respective carload rate. The companies resigning had given notice that they would independently publish a mixture rule duplicating the Calmar rule in all particulars. The Calmar company is a subsidiary of the Bethlehem Steel Corp. and one of the largest industrial carriers in the trade.

Where National Freight Business Is Drifting

THE answer to this and other questions is obtained by anyone possessed of the time and patience to dig through the recent report of a committee appointed on behalf of President Roosevelt to make a broad study of transportation problems. Figures are given which strikingly reveal the diversion of freight traffic from the railroads in the 11 yrs. from 1926 to 1937. Including the Great Lakes, which form a popular waterway, in the compilation of total freight tonnage moved, the proportion handled by the steam railroads in 1937 was 64.6 per cent, as compared with 75.4 per cent in 1926. If the Great Lakes are excluded, the comparative percentages are 88.9 and 77.4 per cent. In either case, the rails have lost around 11 percentage points during the 11-year period.

It is rather surprising to find that traffic over the Great Lakes, excluding traffic between foreign ports, amounts to more than 1 ton-mile of freight for every 4 ton-miles moved by all the railroads in the country. Freight traffic handled on the Great Lakes is more than five and one-half times the total moving over all other inland waterways combined.

Pipe lines are second to inland waterways (including Great Lakes) as railroad competitors, moving about 1 ton-mile of freight to every 8 ton-miles moved by the railroads in 1937. A comparison of tonnages of crude and refined petroleum handled by rail and by pipe line shows that, in 1931, railroads handled 40 per cent of the total, but, in 1937, the rail proportion had fallen to 22 per cent, while the pipe line proportion had increased to 78 per cent. During the same period the total movement by rail and pipe line increased fully 50 per cent.

Intercity trucks take third place as railroad competitors, handling about 1 ton-mile to every 8½ ton-miles

moved by rail. And the report points out that registrations of freight-carrying motor vehicles increased 84 per cent between 1926 and 1937, while passenger-carrying vehicles increased but 32 per cent.

The pipe lines and intercity trucks have had the most substantial growth during the 11-yr. period. The percentage of the total freight movement handled by pipe lines has risen 4.3 percentage points, to 8 per cent, in 1937. Intercity trucks have come up to 7.7 per cent, a rise of 3.8 percentage points. The Great Lakes and other inland waterways combined have increased 2.8 percentage points, to 19.6 per cent.

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First Federal Barge Lines Tows

BARGE operations north of St. Louis, now suspended for the winter season, were resumed by the Federal Barge Lines Feb. 15 with the departure of the first tow from New Orleans for Chicago and Peoria, Ill. The first sailing for Kansas City will be on March 4 and the first for Minneapolis and St. Paul on March 15. First outbound sailings for New Orleans will be Chicago, March 9; Peoria, March 11; Kansas City, March 14, and Minneapolis and St. Paul, April 11.

(Continued on page 53)

FROM The Capital

Lea Bill Hearing's Outcome Brings Apprehension

GENERAL accord on the wisdom of legislation "to strengthen the transportation system of the Nation," was evident in Washington as hearings on the Lea bill droned on, but there was a consciousness on the part of carriers that out of the program could come revolutionary changes, and as a result tenseness was everywhere apparent.

Whether one medium of transportation might be required to suffer in the interests of a well-rounded system was the source of apprehension as Congress moved, through the Interstate and Foreign Commerce Committee, to follow Chairman Clarence F. Lea's keynote: "Elimination of sources of waste and weakness and utilization of each type of transportation in the most effective economic way; furnishing the best practical service at lowest reasonable cost."

"The problem," said Representative Lea, "is that of coordinating and correlating the entire transportation setup—rail, highway, water, air, and pipeline—working out a national transportation policy under which each form will be preserved under its distinctive form and not destroyed by cutthroat competition."

Running through the minds of committee members as weeks passed with the end of hearings not yet in sight, were the sage words of Interstate Commerce Commissioner Walter M. W. Splawn: "The rails have lost traffic, partly from relocation of industries and partly from competition—most of which will never be recaptured."

That analysis gave heart to representatives of the trucking industry. They reasoned that an attitude which recognizes that traffic cannot be restored to the rails in the full tonnage once enjoyed, is one which does not insist that motor transportation be bludgeoned into an incidental service, subordinated to the older medium.

Chairman Lea had opened the hearings with a review of the historical background which led to the framing of the bill. Commissioner Splawn followed with a discussion of the economic background of transportation problems,

supplementing his testimony with descriptive charts and exhibits.

First presented was a table showing steam railroad mileage at 238,539 miles in 1937, compared to 3,068,921 miles of highway, streets, and roadways, all providing a thoroughfare for trucks. Another table revealed the railroad investment at \$24,085,000,000, against \$2,000,000,000 invested in trucking equipment.

Transportation agencies in the United States in 1937 charged or paid for expenses, depreciation and taxes more than \$22,000,000,000, which was accounted for as follows: Railroads, 19.77 per cent; trucks, 20.40 per cent; common and contract carrier trucks, 3.18 per cent.

Under the bill as written, the membership of the Interstate Commerce Commission would be increased and function in three principal groups in addition to a special administrator.

The first group would consist of nine members to function as a rate section, whose members are to be assigned to divisions of not less than three each. Each division will be open to receive a rate case of any type of transportation over which the Commission would have jurisdiction. Its jurisdiction would include the division of rates, fares and charges, accounts, through routes and joint rates, the providing of services, accounts, records and reports and valuation of property. All of these functions are regarded as incidental to a rate-making jurisdiction.

Generally, the jurisdiction of the Commission, not vested in the rate division, would be vested in a second group known as the Finance division which would consist of five members. In other words, regulatory functions would be assigned to the rate division and administrative functions to the finance division.

The general plan of reorganization is to divide the burden of the work of the Commission according to the functions performed, with the purpose of permitting each Commissioner to devote himself more exclusively to particular functions assigned him, the motive being to secure greater efficiency and promptness in handling Commission cases and problems.

No appeal group within the Commission would be provided for

appeals from orders made by the finance division. Orders made by the rate division would be subject to review by the Appeal Board. Review of a case would be secured by the summary procedure by which reviews are now had by all members of the Commission. There will be no review of the division decisions by the whole membership of the rate section. The chairman of the Appeals Board would be appointed by the President and be chairman of the Commission.

The rate division will make the record and issue its order and any review had will be by the appeal division based on the record of the rate division. The object of the Appeal Board is to rectify errors in division decisions, and particularly to maintain a consistent philosophy of transportation and coordination of rates by the different types of competing transportation agencies.

A special administrator, appointed by the President, is to function for the purpose of making studies of transportation problems, and of recommending legislation thereon to the rate and finance sections. It is his duty to furnish information required by either of such sections; his duties correspond to those proposed for the Transportation Board of three members. The special administration would also make an investigation of the competition between rail, motor and water carriers, to determine the relative economy and fitness of these three types of transportation and recommend what steps should be taken to limit the use of each type to the purpose for which it is best fitted, and to promote joint and cooperative use.

Under the bill, the Commission would be given jurisdiction to regulate rates, fares, and charges of common carriers by water in interstate commerce upon the inland, canal, or coastwise waterways of the United States, but not carriers by water operating upon the high seas, or in intercoastal commerce through the Panama Canal.

The Commission would be given also jurisdiction to prescribe, after investigation, the minimum rates that should be charged by each transportation agency: railroads, motor truck, motor bus, coastwise shipping, inland water carriers, pipe lines, and air carriers.

The bill proposes also the estab-

lishment of a railroad reorganization court with jurisdiction with respect to Section 77 of the Bankruptcy Act and to equity receiverships. It would also permit loans by the Reconstruction Finance Corporation where needed and where reasonable assurance of repayment can be given.

Throughout the hearings, Committee members have indicated an open mind with regard to the provisions of the bill, and as the sessions progressed it was evidenced that certain members might seek to incorporate in the measure certain additions or the removal of sections which in their opinion would correct transportation conditions.

As the hearings progressed, Commissioner Splawn after laying the groundwork for his testimony, had told the Committee that rate wars in different forms prevailed throughout the country between rail and motor truck; even contests between trucks and trucks. The I.C.C. has authority under existing law to fix minimum rates, but he counseled that amendments clarifying the law would be helpful.

The witness had been asked to compare rate-making powers of the present law and the proposed Lea bill. He replied that the transportation picture had changed in the last 20 yrs. from a problem of maximum to minimum rates, due mainly to competition between railroads and trucks.

12-Hr. Day for Truckers. New I.C.C. Rules

MOTOR carriers have won from the Interstate Commerce Commission a conditional extension of the rule limiting the hours of drivers' employment.

The Commission has decreed that, when weather conditions are adverse, drivers may remain on the job for 12 hrs. of continuous operation. This regulation is effective for 12 mos., after which I.C.C. will determine whether it is desirable to perpetuate it.

Household goods carriers failed to impress the Commission with their recital of the difficulties peculiar to their business, and the relaxation from existing rules which they had sought, was denied.

Several groups within the trucking industry presented their problems to the Commission with varying degrees of success.

Rule 3 (a) provided that no driver should be required to remain on duty for more than 60 hrs. in any week, except that carriers operating 7 days a week may permit drivers to remain on duty for not more than 70 hrs. in any consecutive 8 days.

Objection to this rule was limited to carriers in special operation, especially those moving machinery on trucks equipped with cranes and winches. Attention was directed by the objectors to the fact that driving consumes only a fraction of the working hours; that loading and unloading is the larger task. The Commission countered with the reminder that these men must drive the truck back to its station at the end of an arduous workday, traversing heavily trafficked roads.

Household goods carriers had a somewhat similar objection, and in addition they are troubled by 2 monthly and 2 annual peak periods. As much as 4 hrs. in a work day are consumed in loading and unloading, they asserted, and they asked that the rule be amended to permit a spread of 120 hrs. in any period of 2 weeks.

The Commission answered: "It is the general practice in this branch of the industry that only the driver is on the vehicle, at least after it leaves the city in which the load originates. This is so despite the fact that additional men are employed in loading and unloading the furniture. Representatives of these carriers contended that it is necessary that the employee in charge of loading a vehicle should be the one in charge of unloading, and particularly that this is necessary when part loads are being transported for different shippers. We do not believe that this contention is sound. It should be a comparatively simple matter for management so to mark and load such shipments that the driver might supervise the unloading, even though he is not in charge of loading. Motor carriers engaged in transporting less than truckload lots of general merchandise do not find it necessary that the driver load the vehicle. Many such vehicles transporting freight to various consignees at various destinations are loaded at terminals by platform crews. We are convinced that management can solve this apparent difficulty. We find no reason upon this record to amend Rule 3 (a) because of this situation."

Carriers making deliveries for department stores asked for relaxation of the maximum hours rule during Christmas and other holiday periods. Existence of peaks was admitted by the Commission, but attention was called to the fact that most of these deliveries are in large cities where many drivers are available. No weight was given the argument that it is economically unwise to entrust these deliveries to untrained men. "That inconvenience is relatively unimportant as compared to the danger of overworked drivers operating ve-

hicles on busy highways and streets," the Commission commented dismissively.

Most of the testimony at hearings related to rule 3 (b) which prescribes a daily maximum. Carriers operating fleets between large cities stressed the difficulty of completing trips within the prescribed hours between, for instance, Chicago and Detroit, Chicago and St. Louis, Atlanta and Nashville, St. Louis and Kansas City, and Pittsburgh and Washington, D. C.

Witnesses stressed the fact that it is unsafe for a heavily laden truck to cover as much as 250 miles in 10 hrs. in bad weather or other adverse traffic conditions. Snow, ice, sleet, and rain are conditions encountered for months in some sections; traffic congestion is common in many areas; detours and bridge failures are not uncommon. The witnesses pointed out that in the case of these borderline runs the drivers cannot stop for a period of 8 continuous hours (as required by the rule after the 10-hr. daily maximum has been reached), because next-morning delivery will not be possible.

Unless the rule were changed, the carriers contended, one of three alternatives must be chosen: 1. To increase the speed of the motor vehicles so far as practicable, from a maximum of 40 miles and average speed of 25, to a maximum of 45 miles and average speed of 30 miles an hour; 2. To establish division points and employ additional drivers to relieve the regular drivers at the end of a 10-hr. period; 3. To abandon such operations.

The Commission conceded it is less fatiguing under adverse weather conditions for a driver to travel 12 hrs. at a low rate of speed than 10 hrs. at a higher rate.

Forwarding Inquiry May 17

The I.C.C. on Jan. 19 suspended from Feb. 17 to May 17 the effective date of its order in the freight forwarding investigation. Action was taken on the plea of eastern and western roads for an extension of 6 mos. of the effective date of the order.

The I.C.C. in its report on freight forwarding held that the rails were indulging in widespread violations of law in their relations with freight forwarding companies on merchandise traffic and ordered those practices by Feb. 17.

The railroads in their pleas for extension told the commission that numerous tariff changes would be required to comply with its order, and advised the group that new schedules could not be filed in time. The carriers are required to give 30 days' notice of any tariff changes.

FROM THE

LEGAL

VIEWPOINT

**Wage and Hour Bill
in Intra-State Work**

LEGAL EDITOR, *DandW*: What are your comments with regard to the Wage and Hour Bill as affecting warehousemen who handle intra-state business from customers who make inter-state shipments.—Westland Storage Co.

Answer: It is quite impossible to anticipate court rulings on the subject of Interstate Commerce with respect to the wage and hour law applicable to warehousemen. However, I am reviewing all higher court decisions each month and as soon as any decision is rendered, a digest of the same will be published in *DandW* under the title "From the Legal Viewpoint."

**Conditional Contract of
Sale Supercedes Lien**

LEGAL EDITOR, *DandW*: As operators of a furniture warehouse, we would like to have your opinion as to the following:

We received a lot of household goods on Feb. 26, 1938, and issued non-negotiable warehouse receipt in the name of the owner. This lot of furniture has been in storage 11 mos., and a local merchant has taken out Claim and Delivery Proceedings to recover a refrigerator, which he sold on a Title Retaining Contract, and on which there is a balance due the seller of \$50.00. We refused to surrender the refrigerator until our lien of \$40.50 has been paid. Can we compel the seller to pay our lien of \$40.50 before releasing any portion of this lot of furniture? It is possible we will have to take a loss should we have to sell the balance of this lot to recover our charges.—Raleigh Storage Co.

Answer: Various courts have held that a warehouseman has a prior lien on stored furniture to secure payment of storage charges, providing no conditional contract of sale or chattel mortgage existed and which was properly recorded at the time the warehouseman accepted the goods for storage. In other words, if the conditional contract of sale was properly recorded you had legal notice, whether or not you had information of the conditional contract, that the seller had a prior lien on the refrigerator.

The important point of the law is that although a conditional contract of sale or chattel mortgage

is not recorded the warehouseman forfeits his right to a superior lien if he had information, when he accepted the goods for storage, of the contents of the conditional contract of sale or chattel mortgage. A similar point of law is involved in this case providing the contract of sale was not recorded and you hold the refrigerator after receiving notification of its existence. Under these circumstances the courts have held that the conditional contract of sale supercedes your lien from the date knowledge was imparted to you that the condition contract of sale existed.

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Publication of inquiries and Mr. Parker's replies gives worthwhile information to the industry generally.

**Suit to Collect
Higher Rates**

LEGAL EDITOR, *DandW*: The occasion has arisen in a suit at hand when I need the citations which led to the conclusions you presented in the December issue of the *DandW*; caption: "Can Sue When Rate Is Below I.C.C. Tariff."

It will be a great aid in proceeding to try this case, which falls exactly under this discussion, if you will be generous enough to send me citation of a late higher court case or cases upon which the opinion was rendered.—John Campbell, Attorney-at-Law.

Answer: The point of law involved was whether a transfer company which agrees to transport goods interstate at a rate cheaper than the tariffs established by the Interstate Commerce Commission, can collect a higher rate. In the late case of *Brandon v. Lichtv*, 182 So. 897, the higher court held that although a transportation company agrees to transport freight inter-

state at a lower rate than that established by the Interstate Commerce Commission, yet the shipper may be compelled to pay the established and higher rate. Since this case was decided during the past few weeks I am quite certain that you can by reference to this case run down previous higher court cases touching on various important phases of the law on this subject.

Avoid Legal Pitfalls**Private Carrier
Responsibility**

IT is well established law that a common carrier is one whose business, occupation, or regular calling is to haul goods or freight for all persons who may desire to employ and remunerate him, whereas a private carrier is one who does not advertise to haul goods or freight for all persons who require his services, but retains the right to choose his customers and refuse to accommodate all others.

The distinctive characteristic of a common carrier is that he undertakes to carry for all people indifferently. Hence he is regarded, in some respects, as a public servant.

A private carrier's liability for loss of or injury to a shipment is the same as a warehouseman's liability. In other words, he is liable *only* when the loss results from his *negligence*. In order that the shipper shall recover from a private carrier for the loss of or damage to shipped goods, it must be proved that the carrier failed to use an "ordinary" degree of care to protect the shipped merchandise against loss or damage.

There is no fixed standard in the law by which a court is enabled to definitely decide in every case what conduct of a private carrier is reasonably careful and prudent. The terms "ordinary care," "reasonable prudence," and such like terms, when applied to the care legally required of either a private carrier or a warehouseman cannot be arbitrarily defined.

Common Carrier's Liability

As above explained common carriers are railway companies, motor transportation companies, express companies, and all others who are in the business to haul or transport merchandise generally for all shippers. A common carrier is prac-

tically an insurer of the safe arrival of goods which it accepts for transportation. In other words, a common carrier is liable for *all* loss, except such as may be caused by (1) the act of God; or (2) a public enemy of the United States; or (3) the fault of the shipper; or (4) the inherent nature of the goods.

An act of God is an irresistible physical force which is not perceptible by ordinary or extraordinary human foresight, care or indulgence, such as an extraordinary heavy downpour of rain, an unusual flood, a cyclone, an earthquake, or other similar natural disturbances.

A public enemy is any citizens, soldiers, or agents of a country with which the United States actually is at war, and a common carrier is not liable for loss of goods occasioned by a public enemy.

Loss or damage to shipped goods, resulting from inherent danger of the goods, need not be assumed by a common carrier particularly if the carrier's agent was not informed of the dangerous quality causing the damage.

On the other hand if, for example, a carrier's agent knowingly accepts perishable goods without making proper provision for their preservation during transportation, or requiring the shipper to do so, the carrier is liable. The reason for this law is that it is the duty of a shipper to notify the carrier's agent of any defects or inherent quality of goods likely to effect injury or damage, after which the carrier becomes obligated to make the necessary and practical provisions to prevent injury or damage.

Carrier May Limit Liability

The higher courts have held that a common carrier may reduce its liability for loss or damage to goods *only* when the contract of shipment or bill of lading is based upon a reduced freight rate or other consideration. (114 So. 680.)

Therefore, generally a common carrier cannot be relieved from liability for damage to goods as a result of its negligence, if the contract or bill of lading simply limits the amount of damages collectable and the freight rate is not reduced.

For illustration, in a leading case, *Kilham v. International Co.*, 157 N.E. 267, a common carrier issued a bill of lading containing the stipulation that the freight rate was based purely upon the value of the cargo, and unless a greater value shall be declared and written in the bill of lading, as a basis for adjustment of freight and freight paid thereon, the value of the cargo cannot exceed \$100 per package.

The goods were damaged and the carrier attempted to limit its liability to \$100 per package. However, notwithstanding the stipulation, the court held the shipper entitled to recover *full value* of the goods.

Carrier Vs. Warehouseman

A common carrier's liability automatically is changed to that of a warehouseman after the consignee receives notification that the goods are ready for delivery and the latter fails to promptly accept the shipment. After a consignee has been duly and properly notified by the carrier to call for the shipment and he fails to do so, the carrier is liable for loss of or injury to the merchandise only if the damage results from lack of ordinary care on the part of the carrier's employees.

In other words, under these circumstances the common carrier's liability immediately is decreased to the liability of an ordinary warehouseman or to that of a private carrier.

Both warehousemen and private carriers are liable for the full value of merchandise missing or damaged if the patron proves that the latter received the goods and exercised control over them and no satisfactory testimony is given by the warehouseman or carrier to explain the disappearance or damage to the goods. See *New Co. v. Hynicke*, 172 N.E. 687, in which it was proved that a warehouseman received and stored merchandise, and later when the patron called at the warehouse for the goods the warehouseman could not locate them. The patron sued the warehouseman for the full value of the missing merchandise, and since the warehouseman offered no testimony to explain the disappearance of the goods, the higher court promptly held the owner of the goods entitled to recover their full value.

On the other hand, neither a warehouseman nor a private carrier is liable for loss of stored merchandise, if the customer fails in his suit to allege negligence. See *Central States v. Nashville Corp.*, 48 F. (2d) 138, in which a consignee filed suit against a private carrier to recover the value of goods destroyed by fire. The owner failed to allege negligence on the part of the carrier, and the higher court held the carrier not liable.

This Month's Important Higher Court Decisions

Consent to Another to Store Goods

CONSIDERABLE legal controversy has existed over the legal question: Can a warehouseman recover storage charges, or without

liability sell stored goods for overdue charges, where the evidence proves that although the owner of the goods did not personally deliver the goods to the warehouseman, yet he gave his consent to another to place the goods in storage? This question was answered by a higher court last month in *Whitaker v. U. C. Storage Co.*, 84 Pac. (2d) 1051.

The facts of this case are that a warehouseman was requested by a landlord to transport certain furniture from his premises and put the same in storage. At this time the landlord explained to the warehouseman that the furniture belonged to a Mr. Whitaker who was in jail. The landlord had asked Mr. Whitaker to arrange for the removal of his furniture, but he had replied that he was in jail. The landlord then informed him that if he so desired he would attend to the matter for him, and Mr. Whitaker told him to go ahead, or words to that effect.

The warehouseman transported the furniture to his warehouse and put it in storage. The ownership of the furniture was not questioned, and after the furniture had been in storage in the warehouse with Whitaker's knowledge for upwards of seventeen months, and was about to be sold at auction for nonpayment of accrued storage charges amounting to \$124.62 Whitaker filed suit against the warehouseman to recover possession of the furniture without paying any of the overdue storage charges. Whitaker contended that he had not agreed to pay storage charges, although the court decided that he had given his permission and consent to the landlord to have the warehouseman remove the furniture and put it in storage.

In view of this testimony the higher court held that Whitaker was bound to pay the storage charges, and his failure to do so entitled the warehouseman to sell the goods at auction to secure the overdue storage charges. This court said:

"Since the question of plaintiff's (owner's) consent to the removal of the furniture serves as the determining factor in the case, it becomes quite unnecessary to set out in this opinion the evidence supporting said other contested findings."

Law of Bailment

SINCE a warehouseman is a bailee and the owner of stored goods is a bailor, it is interesting to review late cases on law of bailment.

In *Travelers Fire Ins. Co. v. Brock & Co. et al.*, 85 P. (2d) 905, the higher court held that the burden of proof rests with the bailee to prove, where the bailed property is not returned to the bailor, that the property was lost

by theft, etc., without negligence of the bailee. This court held further, as follows:

"The bailee in the absence of a special contract is held to the exercise of ordinary care in relation to the subject matter of the bailment and is responsible for loss or injury from his failure to use ordinary care. He is not an insurer of the chattel entrusted to him and is not liable for loss resulting from robbery, burglary, or theft."

Also, in *Goodwin v. Georgian*, 84 P. (2d) 681, the court said:

"It is the rule of this state, as well as elsewhere generally, that, ordinarily, when a bailor proves that he deposited property with the bailee and that the bailee failed to return the property on demand, the burden is on the bailee to show that the loss is not due to his negligence."

On the other hand, let readers be aware that the majority of recent higher courts have held that when the bailee has shown that such loss resulted from burglary, larceny, fire, or from some other cause which, of itself, does not point to negligence on the part of the bailee, the *prima facie* case against the bailee has been met, and the burden of proof then rests on the bailor to show that the warehouseman was negligent. If the bailor fails to prove these facts, he cannot recover from the warehouseman the value of the stolen, lost or destroyed goods.

Intrastate Injury

VARIOUS courts have held that common carriers conducting a business, that has the aspect of both interstate and intrastate operations cannot claim to be engaged in either, to the exclusion of the other. Such carriers, and the employees accepting employment with them, must assume the burden and regulations applying to the dual operations. In other words, the important question when determining a legal controversy is: Was the carrier engaged in interstate or intrastate business when the cause of the suit arose?

For illustration, in *Consolidated Fast Freight et al. v. Walker*, 85 P. (2d) 720, Denver, Colorado, it was shown that a trucking company engaged in both interstate and intrastate business. While the carrier was engaged in hauling an intrastate shipment the truck driver was injured. The higher court promptly held the driver entitled to recover compensation under laws of the state in which the injury was sustained. This court said:

"Because an employee is in the service of a carrier that engages in both intrastate and interstate commerce is no reason why he should be deprived of the protection afforded workmen employed by carriers engaged in interstate commerce."

Sales Tax Applicable

GENERALLY speaking, if a business transaction is com-

pleted in one state, it is an intrastate transaction although the shipment is made from a warehouse located outside the state. So held a higher court in the case of *McGoldrick*, 18 N.E. (2d) 25, New York City, New York.

In this case it was shown that the city of New York imposed a sales tax upon receipts from sales of employees of a corporation, which had a retail store in New York, but had its headquarters and warehouse in another state. The corporation contended that it should not be required to pay a sales tax on goods paid for by customers in its New York store, because the goods were shipped interstate from its warehouse located in another state. It is interesting to know that the higher court held the corporation bound to pay the sales tax in New York, saying:

"When the purchaser entered one of the defendant's stores and made a contract to buy certain merchandise, according to the sample displayed, his purpose and object were to procure the article, irrespective of the place from which it was delivered. It made no difference to him whether it came from Philadelphia, Port Newark or Boston, as long as he got it on time and in good condition. The delivery from the warehouse of the appellant outside the state was a matter of convenience or economy in the methods of conducting the appellant's business. . . . The sale was completed in New York City; the price was to be paid in New York City; in every respect it was a New York State contract, covered by the laws of this state."

Franchise v. Certificate

CONSIDERABLE discussion has arisen from time to time as to the legal distinction between a franchise and a certificate of convenience issued by a Public Service Commission to a common carrier.

For illustration, in *re Application of Fort Crook Bellevue Boulevard Line, Effenberger et al. v. Marionnit*, 283 N.W. 223, Omaha, Nebraska, the law, as follows, was established:

"A certificate of public convenience and necessity is distinctly different from the grant of a franchise to use and occupy streets. The franchise to use and occupy streets is a grant of a limited property right for the use of public streets while a certificate of public convenience and necessity is strictly a regulatory measure, and the granting or withholding of a certificate is an exercise of the power of the state, to determine whether the rights and interests of the general public will be advanced by the prosecution of the enterprise which it proposed to carry on for the service of the public."

For these reasons the law is well settled that a certificate of convenience and necessity is in the nature of a permit or license and it is not property in any legal or constitutional sense. It is a mere license that can be amended or revoked by the Public Service Commission which issued it, provided the Commission acted strictly in accordance with state law authority.

Carrier Sues for Refund

ANOTHER well settled point of the law is that an Interstate Commerce Commission order which violates the constitutional rights of a common carrier is not conclusive in the courts and will be held void. Moreover, a carrier who pays an overcharged freight rate, by order of the Interstate Commerce Commission, cannot recover it although the court may declare the payment illegal.

For instance, in *Baldwin et al. c. Scott*, 122 S.W. (2d) 890, Missouri, the court held that interstate rates charged by public carriers are subject to regulation by the Interstate Commerce Commission under the Interstate Commerce Act of 1887 and subsequent enactments known as the Hepburn Act and the Transportation Act. However, these acts or laws do not take from the carriers the power to fix rates, or to increase or reduce them, but they authorize the Commission to determine whether or not the rates fixed and charged by the public carrier are reasonable or unreasonable. But all decisions rendered by the Interstate Commerce Commission may be reviewed and reversed by the courts.

In this case a shipper appealed to the Interstate Commerce Commission on the contention that freight rates paid in the past to a common carrier were unreasonable. The Interstate Commerce Commission held in favor of the shipper and the carrier paid a large amount to the shipper as a refund for overcharge. Later this decision was reversed and the carrier sued the shipper to recover the amount paid. The higher court held the carrier not entitled to a refund and said:

"The effect of the carrier's act in voluntarily paying the award under the circumstances shown, was to treat the matter as a closed transaction, and cause respondent (shipper) to believe that the litigation was ended."

Finds "Legal Way" to Pay Truckers

The House Ways and Means Committee has decided on a "legal way" to refund \$625,000 to Indiana truck owners who paid weight-tax fees under an unconstitutional law.

Two new bills will be introduced. One to repeal the law; the other to appropriate the refund money.

Three bills now pending in the House, all of which are frowned on as unconstitutional because they would repeal the law and at the same time appropriate the refund money, will be withdrawn by authors, Representatives Robert Hoover of Goshen, George W. Wolf of Peru and Chester V. Parker of Pittsboro, all of Indiana, who will be authors of the new bills.

Motor TRANSPORTATION

Pa. Railway Express Case Reversed

THE Pennsylvania Superior Court on Jan. 31 reversed a "cease and desist" order issued against the Railway Express Agency, Inc., last March by the Public Utility Commission, prohibiting the company from furnishing collection and delivery service in intrastate commerce of less-than-carload lots, unless it should obtain a certificate of public convenience. The appeal by the express company was from the PUC's report and order, dated March 28, 1938. Judge William M. Parker, who wrote the opinion, ordered the record of the case remitted to the Public Utility Commission for rehearing and for determination of the matter in controversy, thus allowing the express company opportunity "to make good offers of material evidence excluded at the hearings before the Commission." Judge Chester H. Rhodes dissented from the majority opinion.

The express company, in its appeal, contended it was authorized by the certificate it holds, to carry on the express transportation business within the State of Pennsylvania, as issued in 1929 by the old Public Service Commission, since superseded by the Public Utility Commission and furthermore, that its certificate authorized it to perform the pickup and delivery service, and that the PUC's order of last March was in violation of the commerce clause of the Federal Constitution. It was while acting as agent for a number of railroads, that the express agency started its pickup and collection service in 1936. State authorities began an inquiry to ascertain whether the company was violating the Public Service Co. Law and the PUC's "cease and desist" order against the express company followed, forbidding the company's collection and delivery service in intrastate commerce of less-than-carload freight "unless and until it shall have first secured a certificate of public convenience authorizing such transportation." Various certificated motor carriers were permitted to intervene as complainants and a brief was filed on their behalf.

Judge Parker says in his opinion:

"We believe that the matter can be best presented by confining our discussion to two phases of the controversy.

The express company argues (1) that it was authorized by the certificate which it now holds to perform the pickup and delivery service which forms the basis of the order and of which complaint is made and (2) that the Commission's order was in violation of commerce clause of the Constitution of the United States.

"Since the express company held a certificate of public convenience, it becomes important to determine whether the service in controversy, which that company has been rendering to the railroads, was within the terms of the certificate issued by the Public Service Commission. The charter of the respondent provided that the objects and purposes of the express company were, among other things, 'to engage in, conduct and carry on the express transportation business; and to handle, transport and forward by railroad, highway, water and air, by means of such transportation, carriage and conveyance as it may, from time to time use, goods, wares, merchandise, money, bills, notes, bullion, parcels and other movable personal property over and upon such lines and routes as many, from time to time, or at any time be established by it or with its approval.' It was also given other broad powers which have no relation to express transportation.

"When the former Commission granted its certificate, it limited its approval to 'the right to do the business authorized under its charter; namely, to engage in, conduct and carry on the express transportation business authorized by its charter. The Commission, however, in its formal approval having made direct reference to the charter powers of the company, the designated purposes stated in the charter may not be entirely ignored.

"Under the Public Service Commission law, which was replaced by the Public Utility Law on June 1, 1937, the control of motor carriers by the Commission was limited to those who were common carriers. The Public Utility Law is much broader than the Act which it replaced, and adds to the field of regulation a class described as 'contract carrier by motor vehicle.' The definition of that class specifically excludes common carriers by motor vehicles. If, as the appellant contends, pickup and delivery service of l. c. l. freight performed by the express company for the railroads, was not common carriage by the express company, and since the public Service Commission had no jurisdiction over service that was not common carriage, it would seem to follow that the certificate of March 11, 1929, did not cover such service by the express company for the railroads. Notwithstanding the admission of the appellant, we are not convinced that the service in question was not performed by the express company as a common carrier.

"What constitutes a common carrier who has, by his method of operation, brought himself within that definition, is a question of fact to be determined by the evidence in each case as it arises," Erb vs. PSC, 93 Pa. Superior Ct. 421, 429. The record discloses that the company's witnesses testified that the collection and delivery service of l. c. l. freight by the respondent was available to all railroads wishing to employ it."

Judge Parker's opinion then states:

"That position does not give due consideration to the facts that the furnishing of the pickup and delivery service was approved by the Interstate Commerce Commission when the tariffs covering such service were made effective by that body; that Federal authorities have held that such service was an integral part of the railway service and should be regulated by

virtue of the power granted to the ICC by that portion of the law that dealt with the regulation of railroads, rather than that the service of the appellant as an independent motor service should be regulated under the Motor Carrier Act of 1935; and that to accept the contention of the PUC is to place the appellant in a position where such consent might be refused, if asked for, after the appellant had subjected itself to the jurisdiction of and lawful control of the Commission and, perhaps, been bound thereby. If the Commission were only interested in having the appellant submit itself to the jurisdiction and lawful control of the Commission, it might be answered that the appellant has shown its willingness to have the certificate of public convenience issued to it by the PSC, on March 11, 1929, construed as permission to render the various services as to which complaint is made, and that the service rendered is subject to regulation as a service performed by the railroads for the public.

"We think that the Commission should have permitted to offer any testimony which tended to show that a cease and desist order would, as a necessary result, directly interfere with, or burden the interstate transportation service rendered by the appellant."

Minimum Rates Urged on Trucks and Railroads

Opening a "peace conference" between representatives of Pennsylvania trucking and railroad interests, at Harrisburg, Pa., recently, Public Utility Commissioner Richard J. Beamish declared that the establishment of minimum rates is essential to the stabilization of both industries.

In pleading for harmony between the two groups of carriers, Beamish said that competition should be based on flexibility of service and speed of delivery rather than on self-destructive rate reduction. "Because the railways cut rates to meet truck competition, the rail rate pattern in Pennsylvania now resembles a crazy quilt," he declared.

Motor carriers face the same threat from "chiselers" within their own ranks as did the rails, said the commissioner. He added that the commission intends to drive out the chiselers and to "drive into regulation or out of business" the 80,000 truckers in the state operating outside the commission's jurisdiction.

Beamish announced that a series of hearings will soon open from which will emerge a commission policy on minimum rates for truckers in the state. He advised the railroads to sit in as observers at the hearings.

The recent conference was divided into two sessions, each presided over by a chairman chosen from

each group. Representing the trucking industry was James P. Clark, president of the Philadelphia chapter of the Penna. Motor Truck Assn. The rail representative chosen to preside was Fred Carpi, general freight agent, Penna. R. R. Co.

State Commission Will Join Keeshin in Decision Appeal

The Illinois Commerce Commission has announced that it will join the Keeshin Motor Express Co., Inc., in appealing the decision of Judge Arthur E. Fisher of the Winnebago County circuit court. J. L. Keeshin previously had announced that the corporation of which he is president would appeal from the ruling, which held that the railroads had a prior claim to freight haulage and that motor trucks should be removed as competitors over the highways.

The decision of Judge Fisher vacated an order of the Illinois Commerce Commission permitting the Keeshin Motor Express Co. to operate a transport line between Chicago and Rockford and approximately forty northern Illinois towns and cities. In handing down this decision, Judge Fisher supported the claim of the railroads and the Railway Express Agency vacating the commission order for a certificate of convenience and necessity to this motor freight line.

"This decision was a direct threat to motor carrier operation," declared Mr. Keeshin, "and if permitted to stand unchallenged, would set a precedent that eventually would undoubtedly affect highway users over a wide area."

Omaha Strike Ends

The truck drivers' strike in Omaha, Neb., which has lasted 5 months, has ended. The strike was brought about when holdout employers of major trucking companies in that sector signed contracts with a local union affiliated with the International Brotherhood of Teamsters of the A. F. of L.

The agreement, signed by employers with the I.B.T., calls for a closed shop for over-the-road operations. The pact is similar to that signed by carriers in the 11-state agreement made several months ago.

Local cartage operators of Omaha will operate under a different agreement. The drivers will secure a wage scale of 55 cents and dock men 50 cents.

AFL and CIO Agree in Labor Dispute

The National Labor Relations Board last month announced an order and stipulation settling the

labor dispute between AFL and CIO affiliated unions, and 22 drayage companies of New Orleans.

The Board ordered, and the parties agreed on February 13, to an election not earlier than 30 days and not later than 45 days, among the truck drivers, truck helpers and hourly paid loaders and unloaders employed at the 22 companies and Johnsen's General Drayage and Hauling, and Lind Transfer. Employees will vote in one unit to determine whether they desire to be represented by United Transport Workers, Local Industrial Union 806 (CIO), or by International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers, Local 270 (AFL), or by neither.

The other 22 companies party to the stipulation are:

Maloney Trucking and Storage, Inc.; Dennis Sheen Transfer, Inc.; Douglas Transfer, Inc.; Letellier Transfer, Inc.; Estate of Frank Newfield, Inc.; Rebecca Fabacher, Inc., doing business under name of Fabacher Motor Express Co.; Service Drayage Co., Inc.; Mrs. Maude Joyner Conway, administratrix of estate of Albert L. Conway, doing business as Acme Transfer. George J. Heffer; Crescent Forwarding & Transportation Co. Ltd.; Hamann's Transfer Co., Inc.; Ernst Bros.; S. Jackson & Son, Inc.; Riverside Transfer, Inc.; Harvey H. Huth, doing business as St. Charles Transfer Co.; J. A. Thomas, proprietor of Thomas Trucking & Freight Forwarding; A. L. Tucker; R. Burke, doing business as Vaughan Transfer Co.; Young's Transfer, Inc.; Folse Drayage, Inc.; Associated Motor Carriers of La., Inc.; Dupuy Storage & Forwarding Corp.

Six of the companies stipulated to offer immediate and full reinstatement of employees, and the Board dismissed the complaint that Crescent Forwarding & Transportation Company, Ltd., discharged or discriminated against 8 employees because of their union activity.

The companies are members of, or have used the services of Associated Motor Carriers of La., Inc. They are engaged in the business of receiving, hauling, storing, warehousing and delivering merchandise between various termini within and about New Orleans. They operate 478 trucks and employ 786 drivers and helpers.

Wisconsin Labor Hearings Reopen

Reopening of its docket on hours of labor for truck and bus drivers to hear testimony by interstate truck lines operating through Wisconsin, has been announced by the Wisconsin public service commission. The lines will testify on the need for sleeper cabs. Pending a hearing, the general orders of the commission prescribing rest periods and working hours for truck and bus drivers, issued September, 1936, will remain in effect. The general order is so drawn, the firms claim, as to make the use of sleeper cabs uneconomical.

Contract motor carriers who transport household goods, office furniture and equipment in Wisconsin have been ordered by the commission to file new rate schedules, rules and regulations to become effective March 1. The new schedule will displace that established in 1935. The new minimum rates will be in Milwaukee \$2.75 an hour for vehicle and driver, plus \$1 an hour for each additional man; in cities of 15,000 to 100,000 population, \$2.25 an hour plus 75 cents; in smaller communities, \$1.75 plus 65 cents. A petition to increase the Milwaukee intracity minimum moving rates from \$4.75 to \$5.50 an hour was denied.

State Outlawed Semi-Trailers Now Reinstated

In many states where length restrictions have obsoleted many otherwise usable semi-trailers, the new short wheel-base COE truck tractors have enabled the owners to put these trailers back into service.

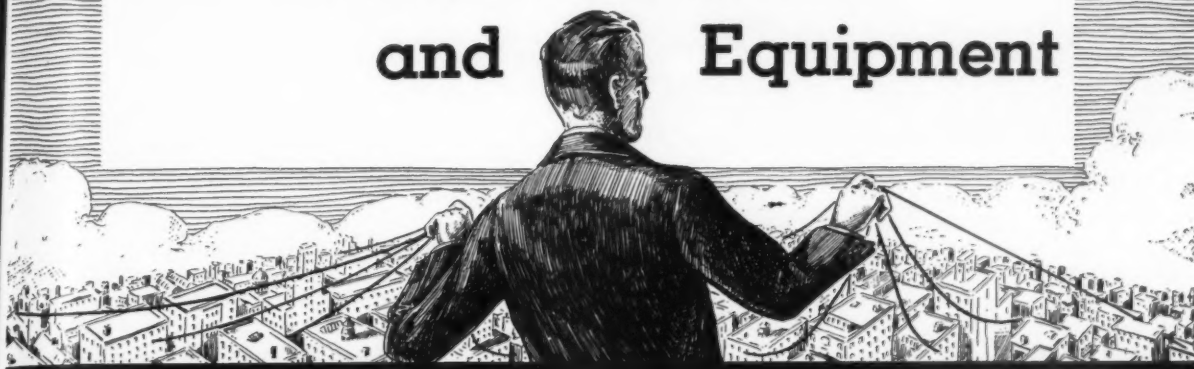
This is particularly true in those states where the recent slashes in overall length have outlawed semi-trailers which were but 1 or 2 ft. over the maximum. Operators report that a maximum amount of the total overall length can be taken up by this new type of tractor.

For instance, with a tractor that measures 11 ft. from bumper to fifth wheel pin, this COE tractor will take a semi-trailer measuring 74 ft. from rear to pin in Arizona, Georgia, Rhode Island; 49 ft. from rear to pin in California, Delaware, Montana, Nevada, Utah, Washington; 39 ft. from rear to pin in Michigan, New Hampshire, New Jersey, New Mexico, No. Carolina, Oklahoma, Pennsylvania, Texas, Virginia, West Virginia, Wisconsin, Wyoming; 29 ft. from rear to pin in Alabama, Colorado, Connecticut, Illinois, Maine, Massachusetts, Minnesota, Missouri, No. Dakota, Ohio; 24 ft. from rear to pin in Florida, Idaho, Indiana, Nebraska, Oregon, So. Carolina, Tennessee; 22 ft. from rear to pin in the District of Columbia and Mississippi, and 19 ft. from rear to pin in Kentucky. Maryland has no restrictions on length.

Stewart Motor Corp. Plans to Dissolve

The Stewart Motor Corp., truck manufacturer, intends to go out of business because its operations have been unprofitable since 1931, according to an announcement made at headquarters of the company in Buffalo. Stockholders voted at the annual meeting Feb. 14 on a proposal to liquidate the business and dissolve the company.

Shippers' Supplies and Equipment



WHERE TO BUY

BODIES (Van)

Gerstenschlager Co., Wooster, Ohio.

(See advertisement elsewhere in this issue.)

CARLOADERS

Clark Tractor Co., 131 Springfield Place, Battle Creek, Mich.

CASTERS (Truck)

Barrett-Cravens Co., 3277 West 30th St., Chicago, Ill.

(See advertisement elsewhere in this issue.)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 500, Jenkintown, Pa.

(See advertisement elsewhere in this issue.)

CONVEYORS

Clark Tractor Co., 131 Springfield Place, Battle Creek, Mich.

A. B. Farquhar Co., Ltd., 502 Duke St., York, Pa.

(See advertisement elsewhere in this issue.)



For the rapid, low-cost handling of goods and commodities.



Give this man a 35 H.P. machine and then watch him move goods!

CLARK CARLOADER

One man with this machine will load or unload a box car in two hours—will stack packaged and skidded freight to the roof. Has 38 in. wheel base, 38 in. width, pivots on one wheel.

Learn about lower handling costs from "The Clark Carloader Method" Book. Write for a copy.

CLARK TRUCTRATOR

Div. of Clark Equipment Co.

131 SPRINGFIELD PLACE • BATTLE CREEK, MICH.



Save time and labor handling bags, boxes, crates, hampers, etc. "Portables" carry in either direction, are sturdily built for tough service. Four standard sizes all easily moved by one man. Write for demonstration.

Portable Machinery Division, A. B. FARQUHAR CO., LTD.
2549 N. Keeler Ave. 502 Duke St., York, Pa. 580 Clifton Ave.
CHICAGO, ILL. CLIFTON, N. J.

Save money

with these quality business cards!

Saving need not mean cutting quality or limiting quantity.

With Wiggins Vellotype, firms convey a favorable impression. It is the latest in raised printing, and scores of sales budgets are being cut.

SEND FOR SAMPLES
Compare your present business cards with VELLOTYPE

Wiggins VELLOTYPE BUSINESS CARDS

A product of THE JOHN B. WIGGINS COMPANY
Established in 1857 1110 Fullerton Avenue, CHICAGO

IRON HORSE

Diagonal Square Stitch Adds Strength!

● Longer Wear — Greater Strength...at NO EXTRA COST.
● Cut sizes—36 x 72, 54 x 72, 72 x 72, 80 x 72.

VAN LININGS GRAND COVERS TIE TAPE

Write for Samples!
CANVAS SPECIALTY CO., Inc.
90 Grand Street, New York City
Phone: CANal 6-5558
"Twenty-three years of Honest Service"

DON'T TAKE CHANCES!

Use Pioneer Pads for safe, certain delivery—for freedom from damage—and consequent greater profit on every load you haul. Pioneer Pads are made of new cotton and jute—covered with heavy cotton drill and zig zag stitched to prevent slipping and packing. Available for all types of vans and pieces of furniture. Write for complete Pioneer Pads price list today!



PIONEER PADS
LOUISVILLE BEDDING CO., INCORPORATED LOUISVILLE, KY.

COVERS (Piano)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

Self-Lifting Piano Truck Co., Findlay, Ohio.
(See advertisement elsewhere in this issue.)

DOLLIES

Barrett-Cravens Co., 3277 West 30th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

ELEVATORS (Portable)

Barrett-Cravens Co., 3277 West 30th St., Chicago, Ill.
(See advertisement elsewhere in this issue.)

ENGRAVING

The John B. Wiggins Co., 1110 Fullerton Ave., Chicago, Ill.

INSECTICIDES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

NAPHTHALENE FLAKES

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.
(See advertisement elsewhere in this issue.)

PADS (Canvas Loading)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.

Louisville Bedding Co., 418 East Main St., Louisville, Ky.

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.
(See advertisement elsewhere in this issue.)

C-O-Two Baffle Type Nozzle

NEW and improved C-O-Two Baffle type nozzles, providing a non-turbulent distribution of gas from C-O-Two carbon dioxide fire extinguishing systems, have been developed. These new nozzles reduce the velocity and pressure of the discharge and permit rapid expansion and non-violent penetration of



the gas throughout the entire protected area. They are compact and do not require a protruding horn or metal enclosure which might become damaged or knocked off. Manufactured by C-O-Two Fire Equipment Co., 560 Belmont Ave., Newark, N. J. DandW.

PADS (Kersey)

Canvas Specialty Co., Inc., 90 Grand St., New York, N. Y.
(See advertisement elsewhere in this issue.)

Louisville Bedding Co., 418 East Main St., Louisville, Ky.
(See advertisement elsewhere in this issue.)

New Haven Quilt & Pad Co., 80-86 Franklin St., New Haven, Conn.

PAPER (Moth Proofing)

White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

PAPER (Tar)

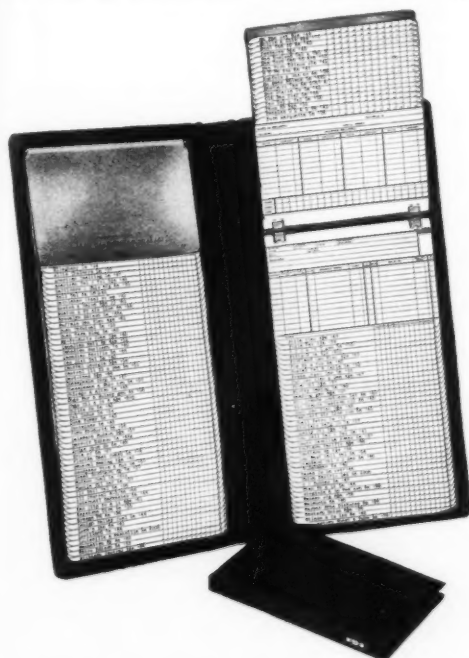
White Tar Co., Dept. W., Belleville Turnpike, Kearny, N. J.

PIANO DERRICKS AND TRUCKS

Self-Lifting Piano Truck Co., Findlay, Ohio.

101 Famous Visible Record Forms

THE Acme Card System Co., Suite 2001, 8 So. Michigan Ave., Chicago, has made an exhaustive study of its 42,000 types of visible record forms, which revealed that all required and customarily used record-keeping forms could be placed under 34 classifications, and that there was a total of 101 forms, out of the 42,000, that were so extensively and effectively used as to indicate their almost universal adaptability.



Included in this selection of 101 famous visible record forms are accident, advertising, budget, cost, credit and collection, employee (Social Security), equipment and depreciation, installment, insurance, investment, ledger, prospect, purchase, sales, service, stock, inventory, and other record forms in the popular 8 by 5 in. size.

Samples of any of these forms are available. Address requests to the manufacturer, specifying the kind of records in which you are interested. *DandW.*

STOP!

Don't BUY Any Furniture Pads

WAIT!!

For Our New 1939 Catalog

New Haven Quilt & Pad Co.

80-86 Franklin St., New Haven, Conn.

Pianos are moved safely and with least labor when you use a Buckeye Sill Piano Truck or one of the 10 other types of piano trucks we build to meet every handling problem. Investigate before you buy. Write today.

SELF-LIFTING PIANO TRUCK CO.
FINDLAY, OHIO

MOTH PREVENTION? RIGHT! AND INEXPENSIVE



Pay what you will—you can't find better moth protection than White Tar Naphthalene Balls or Flakes. An inexpensive form of sure protection when used as directed in any tight-closing room—costs but a few cents a pound.

WHITE TAR NAPHTHALENE BALLS OR FLAKES

Also Manufacturers of "White Tar" Pine Tar Paper in Continuous Rolls

Write for Prices and Catalog No. 60 Today



THE WHITE TAR COMPANY OF NEW JERSEY, INC.

(a KOPPERS subsidiary)

Belleville Turnpike

Kearny, N. J.

BARRETT NIFTY LIFTER

Moves boxes, barrels, bags, baskets, bales, cartons, crates, coils, cylinders, furniture, etc. Faster, cheaper, safer and with less "back-breaking" effort. Multiplies manpower, reduces hazards, systematizes handling. One Nifty Lifter used with any number of skids.



10 types of skids handle any merchandise, any container, any shape. Get our catalog and free trial plan!



BARRETT-CRAVENS COMPANY

3277 W. 30th St., Chicago

Representatives Everywhere

**LIFT
TRUCK
SYSTEMS**



Hamilton

consist of patented Hamilton Lift and Platforms.

By raising the handle of the Lift, the pinde instantly engages bracket, a downward pull brings the legs of platform off the floor, and you are ready to go!

Hamilton Platforms are made in two types, Standard and Heavy Duty, with either metal or rubber tired wheels, all roller bearing.

THE HAMILTON CASTER & MFG. CO.

Dept. D., HAMILTON, OHIO.

PLATFORMS (Lift Truck)

Barrett-Cravens Co., 3277 West 30th St., Chicago, Ill.

Standard Pressed Steel Co., Box 560, Jenkintown, Pa.
(See advertisement elsewhere in this issue.)

RACKS (Storage)

Barrett-Cravens Co., 3277 West 30th St., Chicago, Ill.

TRAILERS (Industrial)

Clark Tractor Co., 131 Springfield Place, Battle Creek, Mich.

(See advertisement elsewhere in this issue.)

TRAILERS (Motor Truck)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

TRUCK BODIES (Refrigerated)

Fruehauf Trailer Co., 10936 Harper Ave., Detroit, Mich.

(See advertisement elsewhere in this issue.)

International Harvester Co. of Am., 180 No. Michigan Ave., Chicago, Ill.

(See advertisement elsewhere in this issue.)

TRUCKS (Hand)

Barrett-Cravens Co., 3277 West 30th St., Chicago, Ill. (Platform, Stevedore)

Hamilton Caster & Mfg. Co., Dept. D, Hamilton, Ohio.

Self-Lifting Plane Truck Co., Findlay, Ohio. (Special plane)
(See advertisement elsewhere in this issue.)

Standard Pressed Steel Co., Box 560, Jenkintown, Pa. (Platform)
(See advertisement elsewhere in this issue.)

TRUCKS (Refrigerator)

Self-Lifting Plane Truck Co., Findlay, Ohio.

(See advertisement elsewhere in this issue.)

**New Weld-Bilt Hydraulic
Lift Truck**

AN unusual type of new hydraulic lift truck has recently been placed on the market. An outstanding feature of its new design is the self-contained hydraulic unit which is placed in a horizontal position in the frame of the truck. In this position it is thoroughly protected from lateral and vertical shocks. The unit is entirely insulated from the head of the truck, and the only connections are the connecting rods from the pump lever to the pump rod. Maximum lift is secured by a minimum movement of the ram.

The new lift truck has an all-welded steel head and frame. Standard lift is 3 in. with higher lifts available. The truck can be elevated to maximum height with the handle in any position 360 deg. in a complete circle. The free handle release is conveniently located directly beneath the handle grip. The lowering pedal is located on the head of the truck



with speed of lowering definitely controlled by foot pressure. The front end has been given a streamlined effect, with widely spaced front wheels for stability. All wheels are equipped with anti-friction bearings, with axles of alloy steel. Front turntable is ball bearing equipped with long bronze bushing around the king pin.

These trucks are available in standard capacities of 2,500, 3,500, 5,000 and 6,000 lbs. Greater capacity trucks can be furnished on special order. Made by West Bend Equipment Corp., West Bend, Wis. *DandW.*

Goodrich New Catalog

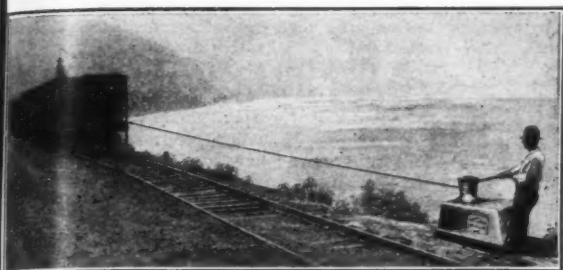
A NEW 8-page catalog section, on its line of heavy duty truck and bus and Diesel starting batteries, has just been issued by the B. F. Goodrich Co., Akron, Ohio, and is available upon request.

The section explains the construction of the battery line, with illustrations, and gives complete specifications and plate dimensions on each of the batteries offered for a specific service. *DandW.*

Capstan Car Puller or Spotter

CAR pullers installed in the yards and on warehouse and shipping platforms have proved a great time and labor saving equipment, spotting cars in both directions and at slow speed. It is a one man's job, and with little effort a pull can be made with manila rope around the operating capstan, up to a maximum haul of 500 tons on slight grade.

The enclosed vertical capstan car puller illustrated is the outgrowth of over 20 yrs. experience in the manufacturing of car spotters of various types and sizes, and is furnished in four standard motor ratings or 7½, 10, 15 and 20 hp. for handling from 150 tons to 500 tons on slight grade.



The complete car puller is mounted on a steel sub-base with provisions made for mounting same on a concrete foundation. An enclosed cast iron housing over the operating parts is both weather and a safety proof protection. On all sides of car pullers an oversize vertical capstan is provided which greatly adds to the life and the handling of the manila rope, eliminating all possible slipping of the rope when pulling heavy hauls.

Drum car pullers can be furnished in same meter ratings using steel cable instead of manila rope for pulling heavy hauls at longer distances. A horizontal capstan is furnished on the main operating shaft making a combination of both a drum and capstan car puller.

Complete information on car spotters will be furnished by the manufacturer on request. Made by Fridy Hoist & Machinery Co., Mountville, Pa. DandW.

RE-BO Removable Body for Hand Trucks

RE-BO Equipment Co., 350 Madison Ave., New York, has purchased the Re-Bo Company, Watertown, N. Y., manufacturer of the RE-BO removable body for use with two-wheel hand trucks. Since 1934, Re-Bo Equipment Company has had exclusive sale for RE-BO bodies for the United States and Canada. It is in wide use by warehouses and motor truck terminals, and is standard equipment on all leading railroads and steamship lines. DandW.

Elwell-Parker Adds Two New Bulletins

THE Elwell-Parker Electric Co. have added two new bulletins on power industrial trucks to their technical bulletin file. Bulletin A-8416 covers the type EP-10 low-lift platform truck, and bulletin A-8459 covers the type ELN-10 high-lift platform truck. Both trucks have rated capacities of 10,000 lbs., and are equipped with the Elwell-Parker k-75 controller which allows for 4 speeds forward and 4 reverse and dynamic brakes.

The power plants on the EP-10 and ELN-10 are identical, each being of simple, rugged design and equipped with an Elwell-Parker 500 per cent overload, heavy duty and high torque motor. The trail axles are of the rocking type. All steering levers are above axle for greater load clearance and accessibility.

The EP-10 and ELN-10 bulletins also illustrate other types of Elwell-Parkers, viz-fork, combination crane, apron, etc. DandW.

MANAGEMENT PREFERS

"HALLOWELL" STEEL TRUCKS

because they last so much longer than ordinary floor trucks



4-Wooden Stakes
Fig. 753



2-Racks
Fig. 769



4-Pipe Stakes
Fig. 751



1-Bar Handle
Fig. 760

WORKMEN PREFER

"HALLOWELL" STEEL TRUCKS

because they're so easy to handle

Heavy steel construction, plus full welded joints are the combining factors that give "Hallowell" Steel Trucks their exceptional strength and durability. Every part is made to stand the gaff. Tops are splinter and split proof. Joints can't get wobbly. Wheels are designed and made to wear well and roll easily.

All told . . . your best buy in a floor truck is a "Hallowell." Service records prove this.

Wide range of styles to choose from.



Fig. 769
Pat. App. for

Send coupon
below for full
details.

STANDARD PRESSED STEEL CO.

BRANCHES

JENKINTOWN, PENNA.

BRANCHES

BOSTON

DETROIT

INDIANAPOLIS

Box 560

ST. LOUIS

SAN FRANCISCO

Tell Us How We Can Save With "Hallowell" Trucks

Mr. Title

Company

Address

Factories ON THE MOVE

FULLER BRUSH CO. is constructing a one-story brick and steel factory at Hartford, Conn. Estimated cost, \$75,000.

Houdaille-Hershey Corp. has purchased the Lowell Heinz Electric Co., Lowell, Mass., manufacturer of automobile accessories. The corporation will continue to operate the Lowell factory.

Revere Copper & Brass, Inc., has announced completion of a \$3,250,000 brass and copper mill at Rome, N. Y., as part of a huge modernization program. The mill has a monthly capacity of 2,000,000 lb. of brass strip up to 20 in. in width, and its compactness is indicated by the fact that this capacity is contained within a floor area of 72,000 sq. ft.

A Philadelphia glove, pocketbook and leather novelty concern, employing more than 800 persons, is contemplating commencing operations at Auburn, Me.

B. F. Kaufman, New York, plans to begin operations at Bridgton, Me., in a short time. The company has leased a mill which formerly gave employment to more than 200 workers.

Portside Manufacturing & Storage Co., now doing business as Gilson Bros., Inc., 21 Washington St., Brooklyn, N. Y., seeks to establish a manufacturing plant at Newark Tidewater Terminals, Inc., Port Newark. Thus far, warehousing is the only activity at the terminals. Paper bags would be manufactured by the Portside Co., and employment would be given to about 200. In order to operate in Newark, a New Jersey corporation was organized. The lease for the proposed plant came before the City Commission, Newark, at the last meeting, when approval was sought for a stipulation that in the event the city's lease with Newark Tidewater Terminals, Inc., is broken, the Portside lease would not be affected. According to information given the Commission, the Portside lease would extend 6 yrs., with the option for renewal for another 6 yrs.

Mueller Steam Specialty Co., 349 W. 26th St., New York, manufacturer of steam products, has leased about 8,000 sq. ft. floorspace in building at 40-14 Twenty-second St., Long Island City, N. Y., for plant.

LaMotte Chemical Products Co., McCormick Bldg., Baltimore, Md., has let general contract for two-story addition to plant at Lutherville, Md.

Gatecity Table Co., Inc., 1390 Blashfield St., Atlanta, Ga., manufacturer of enameled iron table tops, enameled iron furniture, etc., has leased building at 2809-17 Perdido St., New Orleans, totaling close to 14,000 sq. ft. of floorspace, for new branch plant.

Armstrong Rubber Co., Inc., West Haven, Conn., is completing plant at Natchez, Miss., for new branch works for automobile tire and tube manufacture, to develop minimum capacity of 2,500 tires and tubes daily. Proposed to have plant ready for service in April. Cost about \$1,000,000 with equipment. Output of mill will be taken by Sears, Roebuck & Co., Chicago, which is interested in project.

A. P. W. Paper Co., Albany, N. Y., manufacturer of tissue paper stocks, is concluding arrangements for purchase of land at Jacksonville, Fla., for new paper mill for general production, storage and distribution, with power house, machine shop and other mechanical departments. Cost over \$1,000,000 with machinery.

Scheinert Bros., Inc., 276 E. Houston St., New York, hardware, has purchased seven-story and basement building at 137-41 Prince St., New York, totaling about 35,000 sq. ft. of floorspace, for new storage and distributing plant. Present plant will be removed to new location early in March.

Ace Baling Wire Co., 1025 Germantown Ave., Philadelphia, manufacturer of wire goods, has purchased four-story building at 433-37 York Ave., and will convert into a two-story structure for company occupancy.

Bridgeport Brass Co., East Main St., Bridgeport, Conn., brass, bronze and copper wire goods, tubing, etc., has let general contract for one-story factory branch, storage and distributing plant on site recently leased at St. Louis Ave. and 47th Place, Chicago. Cost close to \$80,000 with equipment. Chicago offices are at 3635 So. Iron St.

Cleaners Hanger Co., 5301 Grand River Blvd., Detroit, manufacturer of wire clothes hangers and other wire goods, has acquired one-story building at 3500 Boston Street, Baltimore, for new branch plant.

Barnsdall Tripoli Corp., Seneca, Mo., manufacturer of pumice stone and other abrasive products, has let general contract for one-story finishing mill near Miami, Okla., equipment installation to include crushers, pulverizers, tube mill, screening equipment, mechanical-drying apparatus and other machinery. Company is a subsidiary of Barnsdall Oil Co., 120 Broadway, New York.

National Battery Co., 2315 Pine St., St. Louis, Mo., electric storage batteries and parts, has let general contract for initial unit of new branch plant at East Point, near Atlanta, Ga. Cost close to \$150,000 with equipment.

Crucible Steel Co. of America, Inc., 104 Magnolia Ave., Syracuse, N. Y., will take bids soon on general contract for one-story addition to mill on Emerson Ave. Cost over \$400,000 with equipment.

Wesix Electric Heater Co., 390 First St., San Francisco, manufacturer of electric heaters and parts, is concluding negotiations for property at Chattanooga, Tenn., for new branch plant, primarily for assembling operations.

Archer-Daniels-Midland Co., Minneapolis, Minn., manufacturer of linseed oil and allied products, has selected tract at Decatur, Ill., for new plant for general production, with storage and distributing buildings, tank department and other operating divisions. A power house is planned. Plant will be given over to soy bean processing and will cost close to \$1,000,000 with machinery.

(Concluded on page 82)

BIRMINGHAM, ALA.

1880 Nearly Sixty Years of Honorable Service 1839

HARRIS TRANSFER & WAREHOUSE CO.

8 South 13th St., Birmingham

— FIREPROOF WAREHOUSES —

Merchandise and Household Goods

• STORAGE • CARTAGE • DISTRIBUTION • FORWARDING

Pool Cars Handled

Member of A.C.W.—A.W.A.—N.F.W.A.

Agents for Allied Van Lines, Inc.

LITTLE ROCK, ARK.



Commercial Warehouse Co.

801-7 East Markham Street

A Complete Branch House Service

Fireproof Sprinklered - - Low Insurance

Private Railroad Siding - - Quick Service



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Transfer & Warehouse Co.

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General Merchandise Storage and Distribution

Pool Car Service a Specialty—Motor Truck Service

Centrally Located—Free Switching from All R.Rs.



LITTLE ROCK, ARK.

Arkansas' Largest Warehouse
Merchandise—Household Storage



Absolutely
Fireproof
Low
Insurance
Rates
Pool Car
Distribution
Compartment
for household
Goods

TERMINAL WAREHOUSE CO.

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Member American Warehousemen's Association
American Chain of Warehouses.

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Transfer & Warehouse Co.

Fireproof Warehouse

Household Goods and Merchandise

Pool Car Distribution

Member: A.W.A. & M.W.A.



MOBILE, ALA.

Merchants Transfer Company

HEAVY HAULING—STORAGE

Pool Cars and General Merchandise—Bonded

Authorized Transfer Agents

A.T.&N., G.M.&N., L.&N., M.&O. &
Southern Railroads. Pan Atlantic S/S Corp.



LONG BEACH, CAL.

STORAGE-TRUCKING

DISTRIBUTION

FREIGHT-MACHINERY

TRUCK CRANES

RIGGING



457 GOLDEN AVE. - P.O. BOX 237

MONTGOMERY, ALA.

Alabama Transfer & Warehouse Co.

500 Block North Perry St.

BONDED — FIREPROOF —
WAREHOUSE
STORAGE & DISTRIBUTION

Members N.F.W.A. — A.W.A. — So.W.A. —

A.C.W. — A.V.L.



LOS ANGELES, CAL.

AN "ASSOCIATED WAREHOUSE"

DAVIES WAREHOUSE COMPANY

GENERAL OFFICES: 164 SOUTH CENTRAL AVE.

First merchandise warehouse in Los Angeles—and STILL
the FIRST . . . Established 1893 . . . MORE THAN
ORDINARY SERVICE . . . We invite inquiries relative to
your warehouse problems.

MEMBERS: A.W.A. SINCE 1898 . . . C.W.A. . . . L.A.W.A.

MONTGOMERY, ALA.

MOELLER TRANSFER & STORAGE CO.

213-220 COOSA STREET

Merchandise and Household Goods

Low Insurance Rate Bonded Trucking Service

Pool Car Distribution

Members: A.W.A., N.F.W.A., So. W.A.

LOS ANGELES, CAL.

Completely Equipped

Merchandise
LOS ANGELES WAREHOUSE CO.
316 Commercial Street
Household Goods

TUCSON, ARIZONA

Tucson Warehouse & Transfer Co.

POOL CAR DISTRIBUTORS

FIREPROOF STORAGE

110 East Sixth Street

Tucson, Arizona

LOS ANGELES, CAL.



FORT SMITH, ARK.

O K TRANSFER & Storage CO.

201 Rogers Ave.

Storing—Shipping—Moving—Packing
Complete Storage and Distribution Service
Free Switching from All Railroads
Low Insurance Rates

26 Years of Satisfactory Service



ATTENTION
SHIPPERS

Freight can be saved in sub-
stantial sums, if shipments are
being made LCL from factory, or
if a distant warehouse is used.

LOS ANGELES, CAL.



METROPOLITAN WAREHOUSE CO.

*Merchandise Warehousing
and Distribution*

Reinforced Concrete Sprinklered Building
Centrally Located in Metropolitan Area
Fire Insurance Rate 11.7 Cents

1340-1356 EAST SIXTH STREET
LOS ANGELES

Offices for Rent

Telephone and
Secretarial Service
Sub Basement for
Cool, Dry Storage

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1325 Newberry Ave. 11 West 42nd St.
Chicago, Ill. New York City

LOS ANGELES, CAL.

Overland Terminal Warehouse

1807 E. Olympic Blvd.

(NINTH AND ALAMEDA STS.)

SERVED BY THE UNION PACIFIC RAILROAD

General Merchandise Storage
U. S. Customs Bonded Warehouse No. 11
Cool Room Accommodations

FOR COMPLETE INFORMATION WRITE US DIRECTLY
OR HANDLE WITH OUR ASSOCIATES

CROOKS TERMINAL WAREHOUSES, INC.

CHICAGO NEW YORK KANSAS CITY
433 W. Harrison St. 271 Madison Ave. 1104 Union Ave.
OR NEAREST GENERAL AGENCY
UNION PACIFIC RAILROAD

LOS ANGELES, CAL.

Specializing in

STORAGE & DISTRIBUTION

of Food Products

WE OFFER SHIPPERS COMPLETE SERVICE IN STORAGE AND DISTRIBUTION, PLUS THE ADDED CONVENIENCE OF AUXILIARY SERVICES:

DRAYAGE FUMIGATION OFFICES
FINANCIAL ASSISTANCE SECRETARIAL SERVICE

An Efficient Organization to Administer Your
Local Distribution

MEMBERS: C.W.A.—L.A.W.A.

Pacific Commercial Warehouse, Inc.

923 East Third Street Los Angeles

Represented by National Warehousing Service,
519 W. Roosevelt Road, Chicago, Ill.

LOS ANGELES, CAL.

1817-1855 INDUSTRIAL STREET

Star Truck & Warehouse Co.

COMPLETE FACILITIES EFFICIENT SERVICE
Storage Distribution Drayage

Represented by Distribution Service

140,000 Square Feet 56 Motor Trucks
New York Chicago San Francisco

LOS ANGELES, CAL.

W. E. TEAGUE, Pres.
B. F. JOHNSTON, Gen. Mgr.

UNION TERMINAL WAREHOUSE

General offices, 737 Terminal St.

Free and U. S. Customs bonded storage. The largest, most complete and efficient Warehouse and Distribution Service in the West. Insurance Rate as low as 11.8 cents per \$100 per year. Daily motor truck service to all parts of the city and Los Angeles Harbor.

5 to 10 Per Cent Rate Reduction in Cal.

Preliminary studies of the new ruling of the California Railroad Commission on freight rates of highway carriers and rails, scheduled to go into effect May 16, indicate that the new schedules will bring about a reduction of from 5 to 10 per cent in Central and Northern California for rails, with steeper reductions in the Los Angeles basin. Since this is an average based on first, second and third class commodity rates, a true picture of the change in revenue is not given nor can it easily be arrived at. The trucking industry has not as yet determined what average rate decrease will result for it.

So far as rail freight is concerned, generally throughout the state the new schedule provides rates lower than existing rates on merchandise traffic, i.e., the new order does not affect carloads but only truckloads. Only a minimum rate is prescribed, but carriers may charge higher rates if they so desire. In cases where the Commission has established a rail rate that is higher than the truck rate, the rail rate becomes the truck rate. There are a few spots where the order will result in increases.

Present rates between San Francisco and Los Angeles for first class commodities are 90 cents per 100 lbs. for loads of from 4000 lbs. or less to 20,000 and over. Under the new schedules, rates are fixed at 73 cents for loads of 4000 lbs. or less, 59 for 10,000, and 52½ cents for 20,000 lbs.

Among the inconsistencies complained of is that the same commodities in a car destined for San Francisco could be stopped at Oakland and the operator in Oakland could, under the new rates, haul the contents of the car to San Francisco for delivery and after paying his bridge tolls, the rates set up would be lower than the rates set up for delivery in San Francisco itself. In the case of a load being moved from San Francisco to Oakland, the inconsistency would work the other way. The Draymen's Assn. is striving to have these weaknesses removed.

Arbitration on Labor Question Likely at San Francisco

With the Association of San Francisco Distributors and the Warehousemen's Union described as "not very close together" by spokesmen for the employers' group on the matter of a basic wage for freight handlers under the master agreement signed last Fall, there is every indication that this and the various matters of hours and standardization of vacation periods will go to arbitration within the near future.

The mediation period was considerably extended by mutual consent, partly due to the absence of key persons from the city, partly to afford every opportunity for a settlement of the points under discussion without recourse to arbitration. Demands of the workers and general attitude of the Distributors' Assn. have been outlined in previous issues of *DandW*, and as the situation stands, there have been no changes.

Bill with Grandfather Date in California

In order to eliminate from the roads truckers who have but a short existence and are replaced by others having a similar experience, the California Railroad Commission is proposing (Senate Bills 623-4) to set up a grandfather date on and after which anyone who wishes to go into business either as a city carrier or highway carrier would have to obtain a certificate of public convenience and necessity from the Commission in the same manner that common carriers operating between fixed termini now do.

LOS ANGELES, CAL.

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Your Distribution Headquarters
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Member, A. W. A.,
C. W. A., L. A. W. A.

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North Denver Transfer and Storage Company

Modern Merchandise Warehouses

A dependable agency for the distribution of
merchandise and manufactured products.

Storage
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Cartage
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Centrally Located

Free Switching

Office: 2016 Blake Street, DENVER, COLORADO

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SACRAMENTO, CAL.

W. E. HIBBITT, Owner

LAWRENCE

Warehouse & Distributing Co.
STORAGE

MERCHANDISE—HOUSEHOLD GOODS
POOL CAR DISTRIBUTING—DRAYAGE

Your Detail Handled as You Want It

11TH & R-ST.

P.O. BX. 1194



DENVER, COL.

We offer a complete service—Merchandise and
Household Goods Storage, Pool Car Distribution,
Moving, Packing and Forwarding.

We also operate the Weicker Transportation Co., a
statewide daily motor freight service under regulation of
the Public Utilities Commission.

Connections with Interstate Truck Lines to
Principal Cities.

Burglar Proof Silver Vaults, Cedar Lined Rug
Vault, Fumigating Vault, Private Lockers

The WEICKER TRANSFER & STORAGE CO.

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1700 Fifteenth Street

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Member of N. F. W. A.—A. C. W.—A. W. A.

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ARTHUR E. TRAVIS, Owner

WESTERN VAN & STORAGE CO.

1808-22nd St. Sacramento, Cal.

Merchandise and household goods Warehouse

Specializing in General Merchandise, Hops and Flour.
Private Siding on S.P.R.R.—10-Car Capacity. Distribution
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SAN FRANCISCO, CALIF.

GIBRALTAR WAREHOUSES

201 CALIFORNIA ST.

OPERATED IN CONJUNCTION WITH

OVERLAND FREIGHT TRANSFER CO.
AND
TILDEN SALES BUILDING



PUEBLO, COLO.



BURCH WAREHOUSE AND TRANSFER CO. INC.

General Office and Warehouse

200 SO. SANTA FE AVENUE

Modern Sprinklered Fireproof Building

Freight Forwarding and Distribution

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PACKING AND SHIPPING

Member of May. W. A.—A. W. A.—Colo. W. A.

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HASLETT WAREHOUSE COMPANY

280 Battery Street, San Francisco

Largest and most complete storage and trucking
service on the Pacific Coast.

Operating in San Francisco, Oakland,
Stockton and Sacramento.

S. M. HASLETT - President

Member: American Warehousemen's Assn.
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SAN FRANCISCO, CAL.

Member:
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**Complete
Warehousing
SERVICE**



General Merchandise
United States Customs
and
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Office Accommodations
and
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U. S. Customs Bonded



The Bridgeport Storage Warehouse Co.

General Offices 10 Whiting St.

FIREPROOF STORAGE WAREHOUSE

General Merchandise Storage and

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Total Storage Area 60,000 Sq. Ft.

Household Goods, Moving, Packing and

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BRIDGEPORT, CONN. HARTFORD, CONN.

E. G. MOONEY, Pres.

J. G. HYLAND, V-Pres.

HARTFORD DESPATCH and WAREHOUSE CO., Inc.

U. S. BONDED WAREHOUSES—POOL CAR DISTRIBUTION—
PRIVATE SIDING—COMPLETE FACILITIES FOR MOVING
PACKING, AND STORING OF HOUSEHOLD EFFECTS—WARE-
HOUSES, TERMINALS AT SPRINGFIELD AND BOSTON, MASS.
OUR FLEET COVERS CONNECTICUT AND MASSACHUSETTS
DAILY.

ALLIED VAN LINES' AGENTS

Member of: A. W. A.—A. C. W.—N. F. W. A.—C. W. A.

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Established 1902
SILLENCE
Warehouse Co., Inc.
 HOUSEHOLD GOODS EXCLUSIVELY
Fireproof Warehouses
 NWA CWA CMTA C of C

NEW HAVEN, CONN.

M. E. Kiely, Mgr.



DAVIS STORAGE COMPANY
 335 East St., New Haven, Conn.
Modern Fireproof Merchandise and Household Goods Warehouse
 Private seven-car siding, adjacent to Steamship and R. R. Terminals. Pool and stop over cars distributed.
 Merchandise—New Furniture—Household Goods Storage—Packing—Crating—Shipping.
 Motor Truck Service to all towns in Connecticut.
 Low Insurance Rate. Prompt, Efficient Service.

NEW HAVEN, CONN.

STORAGE and DISTRIBUTION



Established 1860

Merchandise, automobiles, furniture—23 buildings—ADT supervised watchman service—Low insurance rates—15 car siding—Central location—Daily truck delivery service covering Connecticut and southern Massachusetts—Bonded with U.S. Customs.



THE SMEDLEY CO.

165 Brewery St., New Haven, Conn.
 Members: AWA, NFWA, CWA, MTA of C, New Haven Chamber of Commerce, Hauling member Allied Van Lines, Inc.



WASHINGTON, D. C.



FEDERAL STORAGE COMPANY

1701 FLORIDA AVENUE

E. K. MORRIS, President (See Page Advertisement Directory Issue)
 Member—NFWA, AVL, WWA, CS&TA, DCTA

Telephone ADams 5600

WASHINGTON, D. C.

Maurice Kressin, Mgr.

Manhattan Storage & Transfer Co.

639 New York Ave., N.W., Washington, D. C.
 Household Goods storage, packing, shipping. Pool Car Distribution Merchandise.

Lift vans local delivery.

Member Ind. Movers & Warehousemen's Assoc.

WASHINGTON, D. C.

SHIPMENTS DELIVERED AT CURRENT RATES IN WASHINGTON AND VICINITY

Security Storage Company OF WASHINGTON

Capital, Surplus and Reserves over \$1,200,000

Security (steel) lift vans for overseas shipments. Door to door rates quoted, both to and from Europe and South America. All risk insurance if desired.

Members, NFWA, AVL
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WASHINGTON, D. C.



Fireproof Storage Warehouses

SMITH'S TRANSFER & STORAGE CO., INC.

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WASHINGTON, D. C.

GENERAL MERCHANDISE STORAGE

Pool Car Distribution—
 City Delivery Service

Direct Switching Connections into Warehouse
 Pennsylvania Railroad

TERMINAL REFRIGERATING & WAREHOUSING CORPORATION

4th and D Streets, Southwest

Member of A. C. W.

WASHINGTON, D. C.

W. E. EDGAR, Supt.

THE TERMINAL STORAGE COMPANY OF WASHINGTON

First, K and L Streets, N. E.

Large buildings of modern construction, total floor area 204,000 square feet, of which 109,000 square feet is of fireproof construction.

Storage of general merchandise.

CONSIGN SHIPMENTS VIA B. & O. R. R.

Heated rooms for protection against freezing.
 Member of American Warehousemen's Association.

WASHINGTON, D. C.

Established 1901



UNITED STATES STORAGE COMPANY

418 10th Street, N. W.

We Reciprocate Shipments

(See Advertisement in Directory Issue, page 82)
 Member of N.F.W.A.—W.W.A.

JACKSONVILLE, FLA.

JACKSONVILLE WAREHOUSE & DISTRIBUTING CO.

A General Storage Business
 Pool Car Distribution

S A L Ry Tracks

Phone 5-1439

703 East Ashley Street
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S. B. CARTER, Gen. Mgr.

Insurance Rate 40c

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FLORIDA'S LARGEST WAREHOUSE

UNION TERMINAL WAREHOUSE COMPANY East Union and Ionia Streets

Merchandise Storage—Custom Bonded—Pool Car Distribution
 Reconsigning—Trucking Service—Trackage 52 Cars
 Reinforced Concrete—Sprinkler System—A.D.T. Service
 Insurance Rate 12 Cents

Rental Compartments—Sub-Postoffice, Western Union Tel.
 Members A.W.A.—A.C.-of-W.—J.W.A.

Personnel

Jules Pierre Orteig has been appointed director of sales of Munson G. Shaw, Inc., agent and distributor of imported and domestic wines. He was formerly with National Distillers Products Corp., and previously with R. C. Williams & Co.

Clarence Geiselman, formerly with Union Transfer & Storage Co., Houston, Tex., and later connected with Scobey Fireproof Storage Co., San Antonio, is now with Dallas Transfer & Terminal Warehouse Co., in the heavy hauling department.

C. E. Colson, traffic manager for McKesson-Robbins, Inc., Portland, Ore., has resigned and assumed the position of sales representative for Morehouse Glass Co. He was succeeded by Ed. Kvernevik.

Frank Howell Stohr became manager of all industry sales departments of Westinghouse Electric & Mfg. Co., on Feb. 1. Mr. Stohr, who will make his headquarters at East Pittsburgh, Pa., was formerly manager of the transportation and generator division.

W. G. Retzlaff has been appointed assistant general sales manager of Fruehauf Trailer Co., Detroit, Mich. Mr. Retzlaff, who first joined the Fruehauf organization in 1923, has been wholesale manager of the company.

Duncan H. Henderson, former export manager, has been appointed general sales manager of Durham Duplex Razor Co., Mystic, Conn.

J. B. Richardson has been appointed manager of the South Bend branch of Fruehauf Trailer Co., Detroit. Until recently Mr. Richardson has been wholesale manager of the White Company, in charge of Missouri, Kansas, Nebraska and parts of Iowa, Oklahoma and Arkansas.

J. W. Dobmeier, traffic manager of the Buffalo Forge Co., was elected president of the Niagara Frontier Industrial Traffic League at its Jan. 23rd meeting. Other officers elected were: first vice-president, W. E. Beaver, traffic manager of the Maritime Milling Co.; second vice-president, W. J. Sullivan, traffic manager, United Grape Products Sales Corp.; third vice-president, C. J. Ratzel, traffic manager, Worthington Pump and Machinery Corp.; general secretary, J. D. Birmingham, traffic manager, Lackawanna Steel Construction Corp.; treasurer, O. H. Schmitt, traffic manager, Co-operative G. L. F. Mills, Inc. A. P. Gerstner was re-appointed secretary.

W. J. Lamping of U. S. Warehouse Co., Detroit, has been appointed sales manager of that organization.

T. F. Snyder, president of the Central Union Truck Terminal, Indianapolis, is in a serious condition in a Columbus, Ohio, hospital as a result of injuries suffered when he was struck by an automobile. He suffered a broken leg, broken arm and possible skull fracture.

Joseph Lingreen, formerly of Los Angeles, Calif., has been appointed manager of the Denver, Colo., office of the Bekins Moving & Storage Co. He has been in the warehouse business more than 20 yrs. He joined the firm in 1925 as truck driver and packer and advanced through various departments at the home office of the company. He was educated at the University of So. California. The company operates warehouses in Denver and in principal West Coast cities.

MIAMI, FLA.

L. A. JONES, Inc.
FIREPROOF WAREHOUSE
PUBLIC BONDED
6 Car Siding Florida East Coast R.R.
MERCHANDISE STORAGE AND DISTRIBUTION
60,000 sq. feet floor space

PENSACOLA, FLA.

W. A. Ray, Pres. & Mgr. M. Ray, Sec.-Treas.

The Bonded Warehouse Company

Handling merchandise in brick buildings sprinklered, on private siding L&N (8-car capacity) at 710 So. Palafox St. U. S. Customs bonded; U. S. Warehouse Act bonded.

For merchandise and household goods we have at 711 Jefferson St. 35,000 sq. ft. Consign C. L. Shipments via L&N; LCL via L&N-Frisco. Specialize in sugar, autos, oil, beer, liquors, canned goods, wire rope, cotton. Distribute pool cars, transfer household goods. Three trucks. Branch office and show room facilities.

PENSACOLA, FLA.

H. P. FERRISS, Pres. H. W. FERRISS, Mgr.



FERRISS
WAREHOUSE & STORAGE
Merchandise Storage
POOL CARS DISTRIBUTED. PRIVATE SIDING
HOUSEHOLD GOODS STORAGE
LOW INSURANCE RATES

TAMPA, FLA.



"Your Tampa Branch House"
CALDWELL
BONDED
WAREHOUSES
MERCHANDISE—HOUSEHOLD GOODS
Members: American Chain of Warehouses
American Warehousemen's Assn.

TAMPA, FLA.

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TERMINAL
1139 Ellamae Ave.
TAMPA

Merchandise Storage
Pool Car Distribution
Commercial Cartage
Water & Rail connections
Low Insurance Rate
Household Goods Storage
Moving—Packing—Shipping
Agents Allied Van Lines
National Movers
Members: AWA—NFWA

TAMPA, FLA.



TAMPA UNION TERMINAL, INC.
TAMPA, FLORIDA

Offering storage and distribution in the South's largest and most modern combined General and Cold Storage Warehouse. Building of Reinforced concrete with sprinkler system, low insurance rates. Private railroad sidings served by SAL and ACL. Private Docks. Special attention given Pool Car Distribution. Internal Revenue and U. S. Customs Bonded Warehouse with storekeeper retained permanently.

"Let Us Solve Your Distribution Problems"
Member American Warehousemen's Association

TAMPA, FLA.

WILLIAM J. EVE, Manager

WAREHOUSE, INC.
BONDED
CARLOAD AND COMMERCIAL STORAGE
POOLED CAR DISTRIBUTION
Morgan and Water Streets, Tampa, Florida

W. PALM BEACH, FLA.

DANIELS and SON TRANSFER CO.
501 Park St., P.O. Box 1854 West Palm Beach

Specializing in Merchandise and Household Goods. Private Siding. Consign Shipments via FEC-SAL and Merchants and Miners Transportation Co.—Distribution of Pool Cars—Transfers Household Goods.

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FRED E. STEVENS, Owner and Manager

ATLANTA SERVICE WAREHOUSE

"Service" is Our Middle Name

376 Nelson St., S. W. Cor. of Mangum
FIREPROOF WAREHOUSE WITH SOUTHERN RAILROAD SIDING.
LOW INSURANCE RATE.
Member of A.W.A.

Merchandise Warehousing

Pool Car Distribution

ATLANTA, GA.

BONDED SERVICE WAREHOUSE

COR. SPRING & PACKARD STS., S.W.

MERCHANDISE STORAGE
POOL CAR DISTRIBUTION
MODERN FIRE PROOF BUILDINGS
C. OF GA. RY. SIDING

ATLANTA, GA.

BONDED**General Warehouse & Storage Co., Inc.**

272-274 Marietta St., Atlanta, Ga.

Consigned stocks handled for Manufacturers
Remittance made day received
Store door delivery—Re-packing—Re-shipping

MERCHANDISE DISTRIBUTION
Sprinkler System—R.R. Trackage—Pool Car Distribution

ATLANTA, GA.

H. W. Gullatt, Pres.

M & M WAREHOUSE CO.

29 HAYNES ST. N.W.

General Storage—Pool Car Distribution
Concrete Sprinklered Warehouse

Call on us for any usual or unusual service in connection with your warehousing or distribution problems. We can help you.
Consign via any R.R.—Private Siding A.B.&C. Ry.
Represented by American Chain of Warehouses

ATLANTA, GA.

"Atlanta's Largest"

MONROE BONDED WAREHOUSES

Invested Capital \$325,000

Lowest Warehouse Insurance Rate in Atlanta

MERCHANDISE—COLD STORAGE—TRUCKING

Private Railroad Sidings—Concrete Warehouses
A. D. T. Service Member: A. W. A.

ATLANTA, GA.

SECURITY WAREHOUSE COMPANY

113-129 COURTLAND ST. S. E.

Commercial Warehousing at its Best

ESTABLISHED 1917

MEMBER A. W. A.

ATLANTA, GA.

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SOUTHEASTERN BONDED WAREHOUSES

"BETTER WAREHOUSE SERVICE"

552 Murphy Ave. So. West.

Two merchandise warehouses—sprinklered. Consign shipments any railroad entering Atlanta—private siding. Cent. of Ga. Ry. Specialize on Pool Cars. Free Switching.

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SAVANNAH, GA.

Savannah's only bonded warehouse

SAVANNAH BONDED WAREHOUSE & TRANSFER COMPANY.BAY STREET EXTENSION & CANAL
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General Storage—Distribution—Reconsigning
Custom House Brokers—Custom Bonded
Regular steamship service from principal
Eastern, Western & Gulf ports—track connections with all rail and steamship lines.

R. B. Young, President.

Members—A.W.A.—A.C.W.—S.W.A.



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WHEN SHIPPING GOODS TO

HONOLULU

Consign to us and the same will be given our best attention.
Modern Concrete Warehouses. Collections promptly remitted.
Correspondence solicited.

CITY TRANSFER COMPANY

Cable Address: LOVERINO, HONOLULU

HONOLULU, HAWAII

LET US
HANDLE
AND
STORE
YOUR

**MERCHANDISE - HOUSEHOLD EFFECTS, Etc.**

Large new reinforced concrete warehouses—Sprinklered
Low Insurance — Collections — Distribution Service

HONOLULU CONSTRUCTION & DRAYING CO., LTD.

P. O. Box 190

Cable address, "HONCONTRA"

BOISE, IDAHO

Selling Services Arranged

BOISE COLD STORAGE COMPANY

Merchandise Warehousing & Forwarding
Negotiable Warehouse Receipts Issued
Pool Car Distributors

304 S. 16th St.

P. O. Box 1656

On U.P.R.R.

Burns Heads Kansas City, Mo., Team and Truck Owners Assn.

L. V. Burns, Western Transfer Co., has been elected president of the Team & Motor Truck Owners, Kansas City, Mo., for 1939. W. A. Howell, Kansas City Transfer, is vice-president, and George P. Waring, Consumers Fuel Co., treasurer. Howell has been president for two years. New directors are Walter Metcalf, C. C. Daniel, Jr., and R. S. Stubbs.

Our correspondent, Dr. Jacques C. Maguite, is leaving the second part of March for a prolonged trip to the Far East. He expects to visit Japan, the Philippines, China (undoubtedly will reach the interior of the country with Chungking in prospect), Indo-China, Malays, Dutch East Indies and Burma, and will make a thorough study of the conditions there.

Dr. Maguite was born in Mongolia and was employed as advisor to the Chinese Government for 12½ yrs. He speaks many Oriental languages and has exceptional knowledge of the Far Eastern markets.

Allied Distribution, Inc., New York, announces the appointment of Richard H. Voorhis as eastern representative with office at 11 W. 42nd St. He will cover the eastern seaboard territory for the 40 warehouses associated with Allied. During the past 2 yrs., he has

CHICAGO, ILL.



DOWNTOWN WAREHOUSE

Most Centrally Located
3 Blocks from New Union Station
CANAL &
HARRISON STS.
Tunnel and Trap Car
Service

CROOKS TERMINAL WAREHOUSES

CHICAGO

NEW YORK OFFICE: 271 MADISON AVENUE

KANSAS CITY

SOUTH SIDE WAREHOUSES

5801-5967 West 65th St.

Capacity 1200 Carloads
Insurance Rates as Low as 12c.



Also operate three modern warehouses in Kansas City and the
Overland Terminal Warehouse Company at Los Angeles, California.

LIBERAL LOANS MADE ON STAPLE COMMODITIES

had an opportunity to study warehouses from the view-
point of the shipper through his association with Liquid



Richard H. Voorhis

Carbonic Corp. Previously he was manager of the
Atlanta Delivery Service, tied in with warehousing,
trucking and general distribution.

E. C. Carson, district traffic manager, General Elec-
tric Co., was elected president of the Traffic Club of
Philadelphia, at a luncheon meeting at club head-
quarters in the Benjamin Franklin Hotel, Feb. 13.
Other officers were chosen as follows: Oliver W. Harris,
general agent, Chesapeake & Ohio Railway, first vice-
(Continued on page 49)

CHICAGO, ILL.

A National System of Warehousing
40 Warehouses 40 Cities

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE., MON. 5531

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Combine your Chicago Office
and your Warehouse

at ANCHOR. The best
location in Chicago—across the street from Tribune Tower and
only three minutes from the loop.
You will find here every facility for the efficient storage and dis-
tribution of your merchandise.
Re-shipping facilities second to none—direct tunnel connection
with all railroads eliminating cartage. Private switch on C&N
Railway—delivery platform inside the building—private dock on
Chicago River outside all bridges—lighterage connection with
rail lines eliminating switching delays.

ANCHOR STORAGE CO., 219-229 East North Water Street
CHICAGO

Represented by
DISTRIBUTION SERVICE, INC.

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CHICAGO'S LOOP WAREHOUSE
C & A TERMINAL CO.
358 W. HARRISON ST.

Modern concrete building. 30 car track served by Alton-B. & O. R.R.
Tunnel connection all railroads for L.C.L. shipments. Next door Parcel
Post Bldg. for economical and speedy handling of Parcel Post shipments.

For the convenience of shippers, this section is arranged geographically

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"CHICAGO'S BEST LOCATED WAREHOUSES"

**CENTRAL STORAGE & FORWARDING COMPANY**2001 West Pershing Road . . . CHICAGO
Telephone . . . LAFayette 5628

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CURRIER-LEE WAREHOUSES, Inc.

427-473 W. ERIE ST.

Complete Facilities for Merchandise
Storage and Distribution

CHICAGO, ILL.

Member: N.F.W.A.

Serving Chicago & Suburbs For
Over 35 Years.Consign Your Shipments To
JOYCE BROS. STGE. & VAN CO.
Main Office 6428 N. Clark Street
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Chicago's Largest and Best Located Warehouse

NORTH PIER TERMINAL

589 East Illinois St. Tel. Sup. 5606 Chicago, Ill.

SPACE LEASED for offices, storage and light manufacturing. STORAGE on a unit basis for spot stocks. Pool Car Distribution. STORAGE in transit. CUSTOMS and INTERNAL REVENUE BONDED SPACE. 1,500,000 sq. ft. in sprinklered buildings. Low insurance. C&NW Railway Siding. Capacity 150 cars. Direct TUNNEL connections with all railroads, eliminating cartage. 2500 ft. Dockage. STEVEDORING.

New York Office 25 Beaver Street Tel. Han. 2-1172

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A COMPLETE WAREHOUSE ORGANIZATION
FULLY EQUIPPED TO HANDLE MERCHANDISE
RAPIDLY AND ECONOMICALLY**MIDLAND**OFFERS LARGE AND SMALL SHIPPERS
THREE MODERN CHICAGO
MERCHANDISE WAREHOUSES

with convenient locations for local trade and excellent transportation facilities for national distribution. Chicago Junction In and Out-bound Union Freight Station—direct connections with thirty-eight railroads. Receiving Stations for Railroads, Express, Freight Forwarding, Electric and Boat Lines on premises.

• LET US QUOTE ON YOUR STORAGE
AND RENTAL REQUIREMENTS**MIDLAND WAREHOUSES, INC.**

1500 South Western Avenue, Chicago, Ill.



CHICAGO, ILL.

"In the Heart of Downtown Chicago"

SENG WATERWAY WAREHOUSE CO.

310 West Polk St.

Complete water, rail and truck terminal, facilities with a "loop" location. Concrete dock for ocean, lake and river vessels—25 car siding capacity—own fleet of 69 trucks. Economical reshipping—tunnel—lighterage. One block from the main Post Office Building.

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Soo Terminal Warehouses

519 W. Roosevelt Road

Merchandise Storage—Pool Car Distribution

COOL TEMPERATURES—CANDY STORED ALL YEAR

Ground Floor Warehouse Space with or without
Offices. Trackage—Free Switching—FireproofRepresented by
National Warehousing Service"THE
ECONOMICAL
WAY"

CHICAGO, ILL.

For Distribution in CHICAGO Use

SYKES SERVICE

Fully sprinklered warehouse building for merchandise storage exclusively.

Centrally located—only 12 minutes from the loop. Complete warehouse service with personal supervision. Pool Car Distribution

SYKES TERMINAL WAREHOUSE
929 West 19th Street Chicago, Ill.

president, and Porter L. Howard, traffic manager, Sun Oil Co., second vice-president; Walton M. Wentz, publicity representative, Pennsylvania Railroad Co., secretary; T. Noel Butler, traffic manager, Wistar, Underhill & Co., treasurer, and George J. Lincoln, assistant general agent, Chicago, Milwaukee, St. Paul & Pacific Railway Co., historian.

The directors elected are: R. S. Mawson, traffic manager, J. G. Brill Co.; Colin C. Brown, general agent, Lehigh Valley Railroad Co.; William A. Angus, traffic manager, Pennsylvania Sugar Co.; Roland P. Trump, traffic manager, General Refractories Co., and Emory Eysmans, commercial agent, Southern Steamship Co.

To Alan Browning, the retiring president, general agent of the Central of Georgia Railway, was presented a gold watch and chain, as a token of esteem from the members.

Cramer Heads New York Furniture Warehousemen's Association

At the 42nd annual meeting of the New York Furniture Warehousemen's Assn., recently held at Prince George Hotel, New York City, William E. Cramer was elected president. Other officers elected were Emery R. Rornback, vice-president; Charles S. Morris, treasurer, and William R. Wood, secretary. Directors for 3 yrs.: Frederick Dieckmann, Charles D. Morgan and William T. Bostwick.

Newark Traffic Club's 30th Anniversary

The Traffic Club of Newark, N. J., marked its 30th anniversary with a banquet on Jan. 26th at the Essex House. About 750 representatives of warehouses, railroads, waterways and truck lines were present.

Albert McNeill, chairman of arrangements, introduced Bernard F. Flynn, Sr., president of Job De Camp, Inc., and also president of the club. Among those present were William T. Bostwick, vice-president of the Manhattan Storage & Warehouse Co., New York, and incoming president of the N.F.W.A.; Max Seiffert, president of the Bronx Traffic Club; H. H. Feist, president of the Brooklyn Traffic Club; Arnold Browning, president of the Philadelphia Traffic Club; S. W. Stanton, president of the Jersey City Traffic Club; W. W. Hall, general eastern manager of Allied Van Lines; Walter Bockstahler of Chicago, president of the Keeshin Transcontinental Freight Lines; and Charles Milbauer, first president of the Newark Club and general manager and operating executive of the South Eleventh Street Warehouse Corp., Brooklyn, N. Y.

Howland Heads St. Louis Merchandise Warehousemen's Assn.

At a recent annual meeting of the Merchandise Warehousemen's Assn. of St. Louis, Mo., Charles Howland, Howland Warehouses, was elected president. Other officers elected were: Joseph Gleason, St. Louis Mart, Inc., vice-president, and M. D. Winterman, Tyler Warehouse & Cold Storage Co., secretary.

The association plans for 1939 include closer cooperation with moving and other storage groups for general betterment of business throughout greater St. Louis and suburbs.

Perry Becomes S.M. of Sterling Sugar

The many friends of L. S. Perry will be surprised to learn that he has resigned as New York manager of Lewis & Co. to become sales manager of Sterling Sugar Co., Franklin, La. Mr. Perry was formerly sales manager of the Hershey Sugar Co.

CHICAGO, ILL.

Merchandise Storage and Distributors

WAKEM & McLAUGHLIN, Inc.

Estd. 1886

MAIN OFFICE—225 E. ILLINOIS ST., CHICAGO

U. S. Internal Revenue Bonded Warehouse

U. S. Customs Bonded Warehouse

A.D.T. Service

ADVANCES MADE

Our ample financial resources enable you to negotiate loans right in our office.

Prompt Delivery and Best of Service.

CHICAGO, ILL.

ESTABLISH YOUR CHICAGO BRANCH

In the modern building of Western Warehouse. No matter what facilities you require, you will find it more economical and satisfactory to take advantage of Western's unusual service.

Located on the edge of Chicago's famous Loop and only one block from the mammoth new Post Office, Western Warehouse is in the heart of all business activity. Write for complete information.

WESTERN WAREHOUSING COMPANY

323 West Polk Street

Chicago, Ill.

DECATUR, ILL.

H. G. Taylor, Pres. R. C. Shumate, Treas. & Mgr.



Decatur Warehouse Company (SHUMATE TRANSFER)

555 East Wood Street

TRANSFER—STORAGE—DISTRIBUTION
MOVING—PACKING

Licensed—Bonded—Insured Carriers

JOLIET, ILL.

Telephones 501 and 502

Joliet Warehouse and Transfer Company Joliet, Illinois

MERCHANDISE STORAGE AND DISTRIBUTION

Best distributing point in Middle West.
Located on five Trunk Lines and Outer Belt
which connects with every road entering Chicago.

No switching charges.
Chicago freight rates apply.

PEORIA, ILL.

OUR DEPENDABILITY YOUR ASSURANCES
OF SATISFACTION.

FEDERAL WAREHOUSE CO.

800 So. Adams St.

Peoria, Ill.

Peoria is the logical Center of Distribution for Illinois.
We will be pleased to explain our service and facilities.

Member of C.I.W.A.—A.W.A.—N.F.W.A.

PEORIA, ILL.

NATIONAL STORAGE COMPANY

- Merchandise Storage
- Pool Car Distribution
- Fireproof Building; Sprinklered
- Low Insurance Rate
- Private Siding
- Motor Truck Terminal

801 SO. WASHINGTON ST.

ROCKFORD, ILL.

BARTLETT WAREHOUSE

Modern Plant C.&N.W. Siding Free Switching
 "Sparkling Service"
 502-514 Cedar St. Phones: Main 133, 134

ROCK ISLAND, ILL.

THE CENTER OF THE QUAD-CITIES
 160,000 POPULATION — RATE BREAKING POINT
 MOTOR FREIGHT SERVICE IN ALL DIRECTIONS
 FEDERAL BARGE LINE TERMINAL

C. B. & Q. SIDING—FREE SWITCHING

ROCK ISLAND TRANSFER & STORAGE CO.

Member of A. W. A.—N. F. W. A.

EVANSVILLE, IND.

MEAD JOHNSON TERMINAL CORP.

EVANSVILLE, INDIANA

"Where Waterway . . . Railway . . . Highway Meet"
 With the most modern and most unusual River-Rail-Truck Terminal and Warehouse in the United States.

Located only ninety miles from the country's center of population. Served by six large railroads, many motor freight lines and the American Barge Line, Mississippi Valley Barge Line, Union Barge Line and independent towing operations.

Merchandise and food commodities of every description, from every part of the globe, can conveniently reach, be economically stored, and then efficiently distributed from Evansville.

Write for booklet completely describing the many unusual services available.

Member of A.W.A.

Represented by
 NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
 11 WEST 42ND ST. PENN. 6-0966 1525 NEWBERRY AVE. MON.5531

FORT WAYNE, IND.


**FORT WAYNE [WITH MIGHT AND MAIN]
STORAGE CO. [THE SAME]**

FIREPROOF AND NON-FIREPROOF BUILDINGS.
 Pittsburgh, Fort Wayne & Chicago R. R.; Grand Rapids & Indiana R. R.;
 Wabash R. R.—Private Sidings—Pool Car Distribution

FORT WAYNE, IND.

"FIREPROOF" BUILDINGS

PETTIT'S STORAGE WAREHOUSE CO.
 STORAGE, TRANSFER, DISTRIBUTION
 Located in Center of Business District—Private siding
 We have our own truck line and are equipped to make prompt deliveries
 Member of A.W.A.—May.W.A.



HAMMOND, IND.

GREAT LAKES WAREHOUSE CORPORATION

General Merchandise—Storage and Distribution
 Established 1922 (Tel.—Ham'd 3780-81)
 E. C. Faure Plummer Ave. & State Line St.
 Vice-Pres. & Mgr. (Tel.—Chicago—Est. 2200)
 FACILITIES—150,000 sq. ft., Fireproof, concrete-steel-brick const. Siding on
 INB RR; esp. 50 cars. Located within Chicago switching district. Transit privileges.
 SERVICE FEATURES—Motor term. on premises—hourly del. to Metro. Chicago
 and suburbs.
 ASSOCIATION—Indiana Warehousemen's & American Warehousemen's, Cold Storage Division.

**Latimer Joins Brown Express,
San Antonio**

O. E. Latimer, who for 17 yrs. has been connected with the Scobey Fireproof Storage Co., San Antonio, Tex., has resigned as secretary-treasurer and manager of that company to become affiliated with the Brown Express of San Antonio, effective Feb. 1. Harry Brown is president of the Brown Express, and under his leadership has made rapid strides in progress since its organization.

Mr. Latimer has been one of the advisory counsel of the Southwest Warehouse & Transfermen's Assn. for many years, and credit is due him for many of the accomplishments of the group.

Thomas H. MacNish

THOMAS H. MACNISH, 35, traffic manager for the White Laboratories, Newark, N. J., patent medicine manufacturers, died Feb. 3 at his home in East Orange, N. J. He was a member of the Traffic Club of Newark and was well known in transportation circles. A native of Newark, he had lived also in Bloomfield before moving to East Orange 2 yrs. ago.

He is survived by his wife, Mrs. Mildred MacNish, and two sons, Thomas H. Jr., and Donald; and a sister, Miss Beatrice MacNish of Newark.

**Kolly Re-elected by
Interlake Terminals**

At the annual meeting of Interlake Terminals, Inc., held at the Union League Club, Chicago, Jan. 26, during the Cannery Convention, V. M. Kolly, vice-president of Crooks Terminal Warehouses, Chicago, was re-elected president, and George G. Roddy, vice-president and general manager of Interlake Terminals, Inc., New York City, re-elected acting secretary and treasurer. Other officers elected were Guido J. Hansen, president of Hansen Storage Co., Milwaukee, and T. H. Hanrahan, president of the Buffalo Freight Terminal & Warehouse Co., Buffalo, vice-presidents.

The consensus of opinion at the meeting was the unanimous expression of all present that a definite pickup in general business was looked for, which would reflect a greater volume of business for the warehouses.

The following new associate members were added: Maloney Trucking & Storage Co., Inc., New Orleans, La.; Rudie Wilhelm Warehouse Co., Inc., Portland, Ore.; Cleveland Storage Co., Cleveland, Ohio, and Wald Transfer & Storage Co., Inc., Houston, Tex.

Doerr, New Orleans, Moves

Doerr Transfer and Storage Co., New Orleans, has leased the building at 2109 Burgundy St. and will move from its present location at 1028 Dryades St.

The new location, which includes 32,000 sq.ft. of space, will also house the Doerr Furniture Co., wholesaler of furniture.

**Floating Dog Food Factory
in Central America**

A representative of an American manufacturing company recently visited Costa Rica and Nicaragua with the object of making arrangements for a floating factory for the canning of dog food for export to the United States.

The containers, as well as grains and certain other ingredients, will be brought from the United States. The product to be canned will consist of such whales as may be caught, supplemented by cattle from Costa Rica and Nicaragua. The entire product of the factory will be marketed in the United States.

AMMOND, IND.

Members N.F.W.A., Allied Van Lines

JOHNSON
Transfer and Fireproof Warehouse
MERCHANDISE and HOUSEHOLD GOODS STORAGE
WAREHOUSE and OFFICE: 405 Douglas Str.

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FALLS CITIES TRANSFER CO., Inc.
Serving the Falls Cities

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Pick-up agents for all rail, water and truck lines.
Merchandise Storage and Distribution. Penn. RR Siding

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"Coburn Service for Efficiency"

HENRY COBURN
STORAGE and WAREHOUSE CO.
Merchandise Storage, Distribution, Trucking
Leased Space—Offices—Low Insurance
Loans on Receipts

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MERCHANDISE STORAGE and DISTRIBUTION
BRANCH HOUSE SERVICES
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Private Siding on Grand Trunk Western Railroad
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"INDIANAPOLIS' FINEST"



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Private R.R. Track Capacity 21 Cars connecting with all lines.
Merchandise Storage and Distribution a Specialty
Pool Cars Solicited
Motor Trucks for Store Door Delivery. Our clients do the selling—We do the rest. U.S. Licensed and Bonded Canned Foods Warehouse License No. 12-4.

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Fireproof Warehouse

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Down Town Location with RR tracks in building.

CEDAR RAPIDS, IOWA



Calder's Van & Storage Co., Inc.

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Merchandise and Household Goods Storage

Pool Car Distribution

Fireproof Warehouse Member of N.F.W.A.—Agent for Allied Van Lines, Inc.

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Indianapolis, Ind.

Merchandise Warehouse, Brick, Sprinklered, 80,000 Square feet, private siding C.C.C. & St. L. Pool Car Distribution. Lease Space. Office Space.

Member of Ind. W. A. - Associated Warehouses, Inc.

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EWERT & RICHTER EXPRESS & STORAGE COMPANY

At Davenport, Iowa, Rock Island and Moline, Ill.

Fireproof Warehouse on trackage. Phone Dial 3-3653.

Branch office and Warehouse service—Mississippi Valley reaching 30

Million Consumers.

Pool- and Stop-over Distribution.

Truck Terminal & Motor Truck Service.

Members: AWA NFWA IAWA.

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Agents, ALLIED VAN LINES.



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Telephone Ri. 5513

General Merchandise Cold Storage. Pool Car Distribution and Checking Out. All Merchandise on Check Out Cars Placed on Platform Ready for Delivery.

CCC & St. L. R.R.

Modern Truck Equipment.

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BLUE LINE STORAGE CO.

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Merchandise and Household Goods Storage

Private Siding—Free switch from any R.R. entering

Des Moines

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WAREHOUSE COMPANY

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Complete facilities for the storage and distribution of

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PRIVATE SIDING—BIG FOUR—CONNECTING WITH ALL RAILROADS—NO SWITCHING EXPENSE. TRUCK SERVICE.

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Write for complete description of services to meet your individual requirements.



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TRANSFER & STORAGE CO.

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TRY OUR SUPERIOR SERVICE

40 years' warehousing nationally known accounts gives you Guaranteed Service

Daily reports of shipments and attention to every detail.

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WAREHOUSEMEN

YOUR PROSPECTS

READ D AND W

EVERY MONTH

YOU CAN'T DEPEND ON THE

DIRECTORY ALONE

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MASON CITY WAREHOUSE CORP.

MASON CITY, IOWA

Rendering a perpetual service for your traffic needs.
Complete facilities for modern storage and every type of local or over-land freight transportation. Overnight delivery by 25 motor freight lines covering 100 miles. Private railroad sidings and expert handling. Pool car Distribution.
Ask our Service Bureau for routings, rates and shipping advice FREE.
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Distributing and Warehousing All Classes of
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Aero Mayflower—A. W. A.

CODY

Transfer & Storage Co.

Fireproof Warehouse—Merchandise and Household Goods
Private siding — Free switching — Pool car distribution

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Agent for Allied Van Lines, Inc.

TOPEKA TRANSFER and STORAGE Co., Inc.

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FIREPROOF WAREHOUSES FOR MERCHANDISE & HOUSEHOLD GOODS
TWICE DAILY TRUCK SERVICE TOPEKA-KANSAS CITY
CITY-WIDE DELIVERY SERVICE
Private Switch Connections AT & SF, CRI & P. U.P. and M.P.
Member of American Chain of Warehouses

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A Modern Distribution and
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Brokers Office & Warehouse Co.

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Fireproof Storage and Sprinkler System

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Merchandise Warehouses
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TWO BIG
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Most Centrally Located Warehouse and
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Our
Service
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Sales
Force

With a trained personnel and modern facilities
for rendering efficient distribution service.
ASK YOUR CUSTOMERS HERE.
CHESTER BELL, Gen. Mgr.

KENTUCKY TERMINAL WAREHOUSE COMPANY
1101 West Kentucky St. Louisville, Ky.

LOUISVILLE, KY.

LAMPPIN

WAREHOUSE COMPANY

1409 Maple St., Louisville, Ky.

Merchandise Warehouse 50,000 square
feet, Mill Construction, Sprinklered,
private siding P.R.R. Distribution
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25 WAREHOUSES 944,000 SQUARE FEET

Louisville Member
AMERICAN CHAIN—DISTRIBUTION SERVICE, INC.
Gen'l Mdse. H. H. Goods

LOUISVILLE, KY.

Ninth Street Public Warehouse

Warehousing in all its branches
Sprinklered Buildings—Most Centrally Located with Rail and
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MAIN AT NINTH

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Bonded Brick & Concrete Warehouse. Stor-
ing, Packing, Pool Car Distribution. Agents
Aero Mayflower Transit Co. Private Sidings
L.A.S., P.&R.I. Ry.

Carnahan's Transfer & Storage
Member of A.W.A.—May W.A.—S.W.A.



ALEXANDRIA, LA.

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Rapid Transfer and Storage Co., Inc.

1056-1058 WASHINGTON STREET

Merchandise and Household Goods Storage
Pool Car Distribution
Ship via R.I. Ry.—So.P.—L.&Ark. Ry.—Mo.P.
and T.&P.
Agents for Allied Van Lines, Inc.
Member NFWA-SWA



BATON ROUGE, LA.

L. C. STEPHENSON, Mgr.

GLOBE STORAGE COMPANY, INC.

520 FRONT ST.

BATON ROUGE, LA.

PROMPT SERVICE

General Storage
Merchandise Distribution
Pool Car Handling
Forwarding

Modern Bonded Warehouse
Sprinkler Protected
Railroad Siding on
Illinois Central and Missouri Pacific

Waterways and Terminals

(Continued from page 27)

Chesapeake and Delaware Canal Soon to Reopen

SHIP traffic through the Chesapeake and Delaware Canal, which had been opened several months ago, and which was closed recently when the 6000-ton freighter Waukegan, en route through the canal, got out of control and demolished the 263-ft. steel-span drawbridge at St. Georges, Del., will be suspended for about a month.

More than 700 vessels have used the canal since it was opened to vessels of 18-ft. draft. The canal had been widened recently near the St. Georges bridge to make it easier for vessels to approach the span. An average of four ships a day used the canal bound either to or from Baltimore, and it is estimated that the use of the canal saved an average of one day's voyage time. Now that the canal is stopped to traffic for a while, ships bound in and out of Baltimore will have to pass through the Virginia Capes, and thus lose much valuable sailing time and money.

Pending the reopening of the canal, the Ericsson Line, well-known steamship line, will maintain its freight service between Baltimore and Philadelphia by the use of motor trucks, it has been announced by Melvin R. Green, general manager of the line. The line's vessels serving this route between Baltimore and Philadelphia, will remain at their berths, the steamer Louise at its Baltimore pier, and the John Cadwalader, at its Philadelphia pier.

Committee Named to Boost New Orleans Port Trade

PLANS for active promotion of the trade of the Port of New Orleans are being made by members named to serve from the Foreign Commerce Committee of the Association of Commerce for 1939. A. W. Parry, Jr., of Lykes Bros. Steamship Co., is chairman of the committee, succeeding A. E. Hegewisch, well known foreign freight broker; Wallace O. Westfeldt, green coffee dealer, is vice chairman.

Other members of the committee include: W. N. Adams, Louisiana & Arkansas Ry. Co.; J. W. Allen, forwarding agent; E. R. Austin, Wm. J. Oberle, Inc.; J. R. Banos, coffee importer; Geo. F. Calleja, E. C. Palmer & Co., Ltd.; J. O. Chamberlain, Port Publishing Co., Inc.; T. J. Conroy, Mississippi Shipping Co.; J. T. Daly, W. R. Grace & Co.; Adolph Diefenthal, Southern Scrap Material Co.

Fernin F. Farrell, Farrell Shipping Co.; P. B. Lusk, Lusk Shipping Co.; Percy L. McCay, Whitney National Bank of New Orleans; E. J. McGuirk, Texas Transport & Terminal Co.; John McKay, board of commissioners of the Port of New Orleans; W. W. Sutcliffe, Jr., National Bank of Commerce in New Orleans; W. H. Trauth, Aluminum Line; Francis Treuting, Anderson-Clayton & Co.; F. E. Wallace, Illinois Central R. R.; Dallas M. Ward, Waterman S. S. Corp.; Jay Weil, Douglas Shipline Storage Corp., and J. G. R. Williams, foreign freight broker.

Can Sue New Orleans Port Commissioners Only by Consent

A RULING that the New Orleans Board of Port Commissioners as a State agency cannot be sued for damages except by its own consent, was handed down by the New Orleans Court of Appeals in dismissing a suit for damages brought against the board by Douglas Fouchaux. The plaintiff had sought damages for injuries he received when a tractor which he drove into a dock board elevator crashed through the elevator floor in 1935.

NEW ORLEANS, LA.

E. B. FONTAINE, Pres. & Mgr.

Commercial Terminal Warehouse Company INCORPORATED

Modern Merchandise Warehouses

A dependable agency for the distribution of merchandise and manufactured products.

Storage Cartage Forwarding Distributing
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Douglas Shipline Storage Corporation Douglas Public Service Corporation



New Orleans, La.

Sprinklered storage—1,050,000 square feet. Mdse. and Furniture. Switch track capacity—100 cars. Nine warehouses convenient to your trade. Loans made against negotiable receipts. Trucking Department operating 105 trucks. Insurance Rates 12c to 46c.

Represented by
Distribution
Service, Inc.
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NEW ORLEANS, LA.

Independent Warehouse Co., Inc.

2800 CHARTRES STREET

Specializing in MDSE Distribution

- Operating Under Federal License -

All concrete Warehouses, sprinklered, low insurance rates, Low handling costs. Located on Mississippi River—shipside connections. Electrical loading and piling devices. Switching connections with all rail lines. State Bonded. Inquiries Solicited.

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Complete Warehousing Service

SHREVEPORT, LA.

"In the Heart of the Wholesale District."

CENTRAL STORAGE & TRANSFER CO.

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SHREVEPORT, LA.

Merchandise and Household Goods

Pool Cars distributed. Motor fleet of 6 modern trucks. Branch office and showroom facilities. Agents of Forwarding, Carloading and Steamship companies. We can help you.

SHREVEPORT, LA.

Terminal Warehouse & Transfer Co., Inc.

Office 629-31 Spring St.

Merchandise and Household Goods Warehouse, sprinklered, 40,000 square feet. Distribution of Pool Cars. Transfers Household Goods.

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LIGHT AND BARRE
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Concrete sprinklered warehouse centrally located. Private siding handling CL shipments via B&O, WM R.R. and PENN R.R. Low storage and insurance rates. Negotiable receipts issued. Pool car distribution. Motor truck service. Baltimore Port rates on CL via M & M T Co., from New England.

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PERSONAL
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MERCHANDISE STORAGE

CENTRAL
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Pool Car Distribution

Sidings on N. Y., N. H. & H. R. R.

Protected By
A.D.T. Service

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Terminal Warehouse Co.

Operating four Modern Warehouses on tracks of
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Pool Car Distribution
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Founded
1893



Resources
\$750,000

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Boston and Maine R. R. Boston and Albany R. R.

DIVISIONS OF

FITZ WAREHOUSE

AND

DISTRIBUTING CO.

GENERAL MERCHANDISE STORAGE

Free and Bonded Space - 1- Pool Car Service
Successors to

FRANCIS FITZ CO. AND THE GENERAL
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Rail and Motor Truck Deliveries to All Points in New England
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Modern warehouses for storage of household goods and
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WAREHOUSEMEN AND TRAFFIC EXECUTIVES

Use our complete facilities for
the expert handling of house-
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Boston (29)

Mass.

STORAGE

B. & M. R.R.
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N. Y., N. H. & H. R.R.
E. Street Stores
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Established 1896

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STORING SHIPPING

COMPLETE WAREHOUSING FACILITIES

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Member May W. A.

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P. O. BOX 57, NORTH POSTAL STATION, BOSTON

Largest Pool Car Distribution Specialists for New England

TRUCKING & STORAGE

BOSTON & MAINE R.R. SIDING

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NEW BEDFORD, MASS.
PROVIDENCE, R. I.
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Direct R. R. Siding N. Y., N. H.
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Keogh Storage Co.

Gen. Offices: Fall River, Mass.
Gen. Merchandise Storage
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Local and Long Distance Trucking

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T. ROBERTS & SONS, INC.
Local and Long Distance Furniture Moving

Fireproof Storage Warehouses
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SPRINGFIELD, MASS.

**Atlantic States Warehouse
and Cold Storage
Corporation**

385 LIBERTY ST.

General Merchandise and Household Goods Storage
Cold Storage for Butter, Eggs, Poultry, Cheese, Meats
and Citrus Fruits

B. & A. Sidings and N. Y., N. H. & H. R. R. and
B. & M. R. R.

Member { A. W. A.
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Daily Trucking Service to
suburbs and towns within
a radius of fifty miles.

SPRINGFIELD, MASS.

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**HARTFORD DESPATCH
Hand WAREHOUSE CO., Inc.**

214 BIRNIE AVENUE, SPRINGFIELD, MASS.

U. S. Bonded Warehouses . . . Pool Car Distribution . . . Household and
Merchandise facilities . . . Private Siding . . . Our fleet covers Connecticut
and Massachusetts daily. Warehouses at Bridgeport and Hartford, Conn.
Members: NFWA—AWA—ACW—AVL Agents

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Fireproof Storage

Offices: 385 LIBERTY ST.

HOUSEHOLD GOODS STORAGE, Packing,
Shipping, Pool Car Distribution of All Kinds
Fleet of Motor Trucks

DETROIT, MICH.

Est. 1935 L. J. McMillan, Gen. Mgr.

COMMERCIAL WAREHOUSE, INC.

1965 PORTER ST. AT VERMONT

Located in the heart of Detroit's wholesale and jobbing districts. Private siding 8 car capacity on the Mich. Cent. R. R. U. S. Int. Revenue and Customs bonded pool car distribution. Motor Freight Terminal. Storage and office space for lease. Represented by Distribution Service, Inc.

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HEWSON WAREHOUSE CO., INC.

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GENERAL MERCHANDISE STORAGE

Let us solve your warehouse problems in this section—
Specialized Personal Service—We own and operate our own
fleet of motor trucks—Distribution.

DETROIT, MICH.



Central Detroit Warehouse

Located in the heart of the wholesale and jobbing district, within a half-mile of all freight terminals. Modern buildings, lowest insurance rate in city.

Michigan Terminal Warehouse
Wyoming and Brandt Avenues

Modern concrete buildings, fully sprinklered, serving the west side of Detroit and the city of Dearborn. Specializing in heavy and light package merchandise and liquid commodities in bulk. Connected directly with every railroad entering the city.

Central Detroit Warehouse Co.

Fort and Tenth Streets, Detroit, Mich.

New York, N. Y.—250 Park Avenue—Room 826
Chicago, Ill.—53 W. Jackson Blvd.—Room 1010

**Herschell Has Branch Warehouse
at Harrisburg, Pa.**

The R. Herschel Manufacturing Co., Peoria, Ill., manufacturer of repair parts for mowers, binders, reapers and other farm equipment, has established a branch warehouse, serving as the distributing center for eight states, in Harrisburg, Pa.

The warehouse, which will serve Pennsylvania, New Jersey, Maryland, Delaware, Virginia, West Virginia, North and South Carolina, occupies 15,000 sq. ft. of floor-space at 825 Paxton St.

R. A. Kanne is manager. Established more than 50 yrs. ago, the Herschel company is one of the oldest of its line in the United States, its plants at East Peoria, Ill., now covering some 23 acres.

The warehouse at Harrisburg is the fourth, others having been established at Omaha, Minneapolis and Auburn, N. Y.

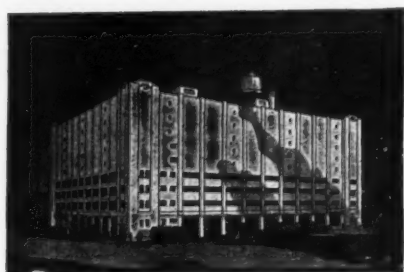
**Interstate, Brooklyn, N. Y., Buys
Large Building**

The Interstate Storage Warehouses, Inc., has purchased the seven-story concrete building at 10 to 18 Grand Ave., Brooklyn, N. Y., assessed at \$120,000, from the Bowery Savings Bank, recently acquired by the bank under foreclosure.

**New National Terminals
Cleveland Building**

The National Terminals Corp., Cleveland, has started construction of a new building at 1150 Main Ave. to replace the unit destroyed by fire in September. The new building will be one story high, of brick and steel, with 3,000 sq. ft. more space than the old building, according to Frank H. Prusa, manager.

DETROIT, MICH.



GRAND TRUNK WAREHOUSE & COLD STORAGE COMPANY, DETROIT, MICH.

Ferry Ave., E. and Grand Trunk Railway

Local, regional and storage-in-transit service, offering every facility known to modern distribution.

New Ultra-Modern Plant	Trunk Line Terminal Complete Service
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Continent-wide Connections

DETROIT, MICH.

Henry & Schram Storage & Trucking Company

"The Warehouse of Service"

**MERCHANDISE STORAGE—GENERAL TRUCKING
CAR LOAD DISTRIBUTION**



Private Siding on
Wabash—Canadian Pacific—Pennsyl-
vania—Pere Marquette Railways

A.D.T. Aero Automatic Fire Alarm and
A.D.T. Burglary and Fire Protection
"Your Interests Are Always Ours"

1941-63 W. Fort Street
DETROIT, MICHIGAN

DETROIT, MICH.

**JEFFERSON
TERMINAL WAREHOUSE**

Detroit 1900 E. Jefferson Ave. Michigan

**MERCHANDISE WAREHOUSING
and DISTRIBUTION**

Our reinforced concrete building, centrally located, assures very prompt delivery of goods to our patrons' customers. Desirable offices for rent. Quick service on pool cars. Prompt reshipments and city deliveries by our own motor trucks.

DETROIT, MICH.

John F. Ivory Stge. Co., Inc.

**MOVING—PACKING—SHIPPING
STORAGE—PRIVATE SIDING**

6554 Hamilton Ave., Detroit, Mich.

**Seaway Would Hurt State Ports
Says Maritime Exchange**

The Maritime Association of the Port of New York, continuing its fight against the ratification of the proposed St. Lawrence waterway treaty, in a letter sent to members of the New York State Legislature, charged that the development of the seaway would be detrimental to the interests of the United States, and would adversely affect the port cities of Buffalo, Albany and New York.

**Hodapp Named Manager of Grand
Trunk Warehouse.**

L. C. Hodapp has been named manager of the Grand Trunk Warehouse & Cold Storage Co., Detroit, succeeding A. E. LaBonte, who resigned.

With the appointment of Mr. Hodapp, the reorganization of the company which has been in progress since before the first of the year is virtually complete. The firm name has been changed from Grand Trunk Railway Terminal & Cold Storage Co. to the Grand Trunk Warehouse & Cold Storage Co., and the trusteeship under which it had been operating has been withdrawn. The company will continue to do a cold storage and general storage business, with no change in established policies, Mr. Hodapp said.

DETROIT, MICH.

Completely Servicing
**GREATER
DETROIT**
United States Warehouse Company
1448 WABASH AVE.
United States Cold Storage Corp.
Chicago -- Dallas -- Detroit -- Kansas City.

DETROIT, MICH.

**LEONARD-DETROIT
STORAGE CO.**

Established 50 Years

**STORAGE WAREHOUSES
ALL OVER DETROIT**Local and Long Distance Removals
Foreign and Domestic Shipping

Main Office

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Telephone Trinity 2-8222

DETROIT, MICH.

"Located Heart Jobbing District"

RIVERSIDE STORAGE & CARTAGE CO.

Case and Congress Sts., Detroit, Mich.

57 Years' Satisfactory Service

HOUSEHOLD GOODS AND MERCHANDISE STORAGE
MOVING — PACKING — SHIPPING
PERSONAL SERVICE GUARANTEED

Members A. W. A.—N. F. W. A.

DETROIT, MICH.

Members N. F. W. A.

Wolverine Storage Company, Inc.

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STORAGE AND MOVING, PACKING AND SHIPPING

Agent for Allied Van Lines, Inc.

GRAND RAPIDS, MICH.

A COMPLETE WAREHOUSING AND
DISTRIBUTING SERVICE**COLUMBIAN STORAGE & TRANSFER CO.**Approximately 75% of All Commercial Storage
in Grand Rapids Handled Thru ColumbianRepresented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. NEW YORK 6-0000 1525 NEWBERRY AVE. MONSIEUR

JACKSON, MICH.

"In Union there is Service"

UNION TRUCK AND STORAGE CO.

Established 1860

516-522 No. Jackson St.

Jackson, Mich.

Merchandise Storage. Private Siding. Located on N. Y. C. R.R. Tracks.
Completely Sprinklered. Low Insurance Rates. Pool Car Distribution.
Covered Truck Docks.

Agents Allied Van Lines, Inc.

LANSING, MICH.

LANSING STORAGE COMPANYThe only modern fireproof warehouse in
Lansing exclusively for household storage.**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW

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(Member of Allied Van Lines, Inc.)ATTENTION
SHIPPERSThis is the thirty-first consecutive issue in which new warehouse advertisers have appeared in **DW**—Don't depend on the Annual Shippers Directory issue alone.**Waterways and Terminals**

(Continued from page 54)

Great Lakes Clause Probe

THE maritime commission will probably decide to hold a preliminary examination into the question of alleged discrimination resulting from enforcement by the North Atlantic conferences to the United Kingdom and the continent of their so-called Great Lakes clause. It is learned that the commission is planning a preliminary or informal examination which it considers necessary in order to establish additional facts before determining whether (1) it will, as requested, institute an investigation on its own motion, (2) require the complainants to file a formal complaint or (3) enter a finding that the conference contract terms are legal.

Formal request for an investigation was filed last September by the attorneys-general of Wisconsin, Michigan, Ohio and Indiana and endorsed by the Great Lakes Harbors Assn. Although three of the attorneys-general are no longer in office, it is understood that their successors are agreeable to continuing with the case.

The charge as filed with the maritime commission is that the conference lines from North Atlantic ports to the United Kingdom and the continent "today demand that shippers from the Great Lakes basin to obtain a contract must bind themselves to ship 100 per cent of contracted commodities over North Atlantic lines conference."

It is pointed out in the request that conference lines do not now give direct service to the Great Lakes basin, yet they have sought to dominate and regulate the commerce of that area to which they give no service. The complainants' conclusion is that the conference has illegally assumed authority and provided an economic handicap to shippers.

Montreal Traffic Increased

FOR the entire navigation season of 1938, cargo tonnage on the wharves of Montreal harbor increased 127,186 tons over the total for the previous year, according to a report issued by Alexander Ferguson, port manager. The traffic figures are taken to be complete, although they are subject to correction. Both inward and outward cargo tonnage showed increases in 1938. Inward tonnage totaled 10,196,143 tons for the navigation season, as compared with 10,073,523 tons in 1937, an increase of 32,620, while outward tonnage totaled 6,390,677 tons, as compared with 6,296,111 tons in previous years, an increase of 94,566. In all, 11,474 vessels of 17,164,946 net registered tons were entered and cleared during the year, as compared with 9,965 vessels of 16,389,758 tons in 1937, an increase of 1,509 vessels and 775,198 tons.

C. & B. Drops Cleveland

THE abandonment by the Cleveland & Buffalo Transit Co. of all its regular Lake sailings out of Cleveland, announced by Alva Bradley, chairman, following the recent directors meeting, may lead other companies to take over some of the passenger runs, it is believed. The C. & B. directors voted to drop its regular freight and passenger service between Cleveland and Buffalo, the moonlight excursion rides out of Cleveland, summer daily trips to Cedar Point and Put-in-Bay, and the Sunday excursions across Lake Erie to Port Stanley, Ont. The firm's Seelandbee, one of the largest passenger ships on the Great Lakes, will continue to be operated in weekly summer cruises out of Cleveland, Buffalo and Chicago. P. J. Swartz, general manager of C. & B. for the last nine years, has resigned, and M. E. Holohan, of the staff of Col. Guy T. Viskniski and Associates, which

(Continued on page 61)

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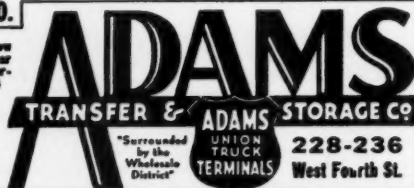
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Walnut Warehouse, Inc., FormedWalnut Storage & Distributing Co., 2020 Walnut
St., Kansas City, Mo., has ceased operations. A new
coporation, known as Walnut Warehouse, Inc., of
which B. Z. Harty has complete control and management,
was formed. A satisfactory lease on the building
at the above address has been effected, and the
entire personnel formerly with the old organization
will be with the new company, namely, B. Z. Harty,
president; M. M. Stern, vice-president, and N. J. Sipe,
secretary and treasurer.**Brandy Storage Peak
in California**The peak in the storage of brandy was reached in
January, with many California warehouses benefiting.
Details were reported in a recent issue of *DandW*.
The Haslett Warehouse Co. has added warehouse space
to take care of its share of the grape brandy storage,
to the amount of 60,000 barrels. This total capacity
is accounted for by the following: Internal Revenue
Bonded Warehouse No. 56, Stockton, a former Haslett
warehouse now being used to its full capacity for the
first time; Internal Revenue Bonded Warehouse No.
65, formerly occupied by the E. & J. Gallo Winery,
Modesto; Internal Revenue Bonded Warehouse No.
70, Fowler, a newly opened Haslett establishment;
and Internal Revenue Bonded Warehouse
No. 74, also taken over by this firm and formerly
owned by the San Joaquin Winery, Fresno.Whether or not additional storage space is required
for grape brandy when the next crop is due in the fall
of 1939, depends on whether growers decide there is a
surplus of grapes for wine, in which case they would
be likely again to invoke the Pro Rate Act.

Waterways and Terminals

(Continued from page 58)

made a study of the 47-year-old firm, has been appointed to succeed Swartz.

Advocates Galveston Barge Terminal

A BARGE terminal should be constructed at Galveston, in the opinion of Robt. W. Humphreys, director of both the Trinity River Improvement Assn. and the new Trinity River Barge Line Assn. He cited the action of Liberty, which, he said, "without much fanfare and without requesting outside help," opened the Trinity River to tidewater. Liberty citizens, he said, have organized their own barge line, which carries pulpwood, gravel, sand and other bulk cargo to Houston. Mr. Humphreys, a former collector of customs of the Galveston district, is a past president of the Liberty Chamber of Commerce and now a member of the navigation committee of that organization. He is also a former director and is now serving on a number of committees of the East Texas Chamber of Commerce.

Hits St. Lawrence Waterway

THE Niagara Frontier Planning Board, in pressing its fight for Federal approval of the proposed improvement of the barge canal from Three Rivers to Tonawanda, N. Y., has charged that the project has been discriminated against by deepening of the eastern and Oswego sections. The Niagara Board opposes the St. Lawrence waterway proposal, charging that "such a move would do more toward relegating Buffalo and the Niagara Frontier to a back seat in the commercial development of the Great Lakes cities than any other one move."

Lake Charles 1938 Traffic

VESSELS numbering 429 docked at port Lake Charles during 1938 to move 3,000,000 tons of oil and 3,000,000 tons of general merchandise through the deep-water channel to world ports, according to A. A. Nelson, port director. Of the ships which called there during last year, 200 berthed at the public docks, 225 called at private oil terminals and four docked at private wharves in the terminal rice district. Rice was the largest single export item of tonnage at the public docks, but oil tonnage in that district surpassed all other commodities moved from there. Puerto Rico received most of the grain. The crude oil moved to domestic and foreign ports. The bulk of lumber exports, which ranked third, went to South Africa for use in mining structures. Fertilizer materials and Chilean nitrate were the port's largest imports. Port revenues for 1938 were adequate to care for all expenses, Mr. Nelson said. With construction of the new direct ship channel from Lake Charles to the Gulf, the outlook for 1939 is even better than for 1938, he stated.

Soy Bean Export

A SALE of 2,000 tons (about 75,000 bushels) of soy beans has just recently been effected with option of delivery to Liverpool, Rotterdam or Havre. The shipment is scheduled to move through Montreal on opening of navigation. Further sales of soy beans to European buyers are expected in view of the fact that American beans now enjoy a fair price advantage under the Manchurian beans. On the other hand, American produced soy bean meal quoted recently at \$24 to \$24.50 f.a.s., Chicago, Toledo, or Cleveland, is \$3.50 per ton higher than offerings of Manchurian or European produced meal.

De La Rama Appoints

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Fireproof Building . . . Trackage . . . Motor Trucks

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Wm. R. Mulligan, Pres.

James E. Mulligan, Sec'y and Mgr.

ATTENTION
SHIPPERS

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every purpose are available,
and useful.

Bldg., Detroit, have been appointed agents in their respective localities for the new De La Lama-Philippine Line which, beginning in March, will inaugurate a fast direct monthly service between North Atlantic ports and Manila. MacLeod & Co., Inc., 17 Battery Place, New York, are general agents for the line which will operate on a conference basis, having been admitted to the Atlantic-Far East conference with associate membership in the Pacific-Westbound Conference.

N. J. Van Operators Sign Code—End Long Strike

The moving van operators of northern New Jersey on Feb. 27 ended almost a year of labor strife by approving an agreement against unfair trade practices.

The code was signed by representatives of the Van Owners' Assn. of New Jersey and the North Jersey Warehousemen and Teamsters' and Chauffeurs' Union, Local 863.

The code sets up a committee to receive complaints of unfair business or labor conditions, conduct hearings, levy fines and go to court to have its decisions upheld, if necessary. It will establish regulations to stabilize the industry, with powers to examine company books.

Nine members will be on the committee, two to be appointed by the union, four by the warehousemen and two by the Van Owners' Assn. The ninth will be elected by the other eight and may not be associated with the industry.

The agreement to be effective until Jan. 1, 1941, sets a minimum wage of 60 cents an hour for chauffeurs and 50 cents an hour for helpers. A scale of working hours and rate standards for hauling household goods will be drawn. Adequate insurance must be carried not only for cargoes but for public liability and property damage. Workmen's compensation also is guaranteed. In addition, a settlement of grievances will save the public the inconveniences of strikes in the spring and fall moving rush.

The union will not enter into a contract with a non-signer unless a \$1,000 bond is posted and assurance given that the code will be respected.

James E. Mulligan, acting president of the warehousemen, was one of those who helped prepare the agreement.

Norwegian Operations On Lakes

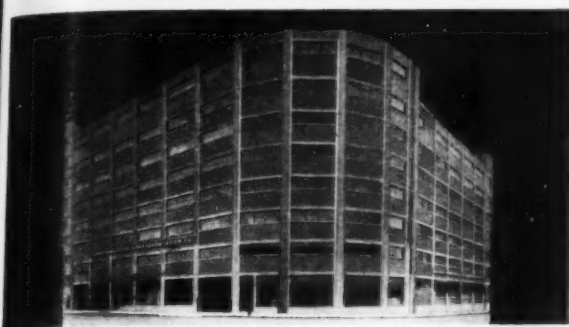
FAR from Norwegian ships taking business from Canadian craft in the Great Lakes, they actually bring business to Montreal, said J. Brock, agent for the firm by the same name, which also acts for the Fjell Line. The Fjell Line, according to Mr. Brock, really handled business that normally would go to Europe via American ports to Chicago, Milwaukee and the Middle West by rail. Thus if anybody was being deprived of business it was American railways rather than shipping. What is more, far from being parasitic, Mr. Brock pointed out that Norwegian ships last year left over \$101,000 in Montreal, or an average of over \$3,000 per vessel. The most telling point Mr. Brock made, however, was when he got the Government figures. He showed that 9,889 ships passed through the St. Lawrence canals. Of these, only 35 were Norwegian.

Healey Warehouse, Brooklyn, Installs New Machines

Thos. F. Healey & Sons Warehouse & Storage Co., Inc., 2521-2525 Tilden Ave., Brooklyn, N. Y., has recently installed in its rug department a wringer and also a sewing machine for the serging and sewing of fringe on rugs. With the enlarging of its wash floor last spring, it now has a complete carpet cleaning department which occupies the second floor in the warehouse.

NEWARK, N. J.

**"KEEP UP WITH THE MODERN DAY
... DISTRIBUTE THE LEHIGH WAY"**



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SERVICE FEATURES—Bonded; Licensed, U.S. Whs. Act; U.S. Int. Rev.; U.S. Cust.; State. All employees bonded. Pool car distributors. Motor terminal and transport service: Company operated fleet of motor trucks covering the Metropolitan area with a regular delivery service; Licensed and bonded trucks maintained to transport liquor and imported merchandise. Special trucks and crews for delivery and installation of electric refrigerators, washing machines, etc.



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Newark Central Warehouse Co.

General Offices:

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ALBANY, N. Y.



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DISTRIBUTION**

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HOUSEHOLD GOODS - STORAGE AND SHIPPING.
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Collections promptly remitted

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Jersey City and Chicago**Conlon Storage Warehouse, Binghamton,
N. Y., Destroyed by Fire**

Fire destroyed the Conlon Storage Co. warehouse located at Roundhouse Road, Binghamton, N. Y., on Feb. 6. The building had been leased from the D. L. & W. R.R., and used in recent years as a storage warehouse. The loss was estimated at \$100,000.

**First Ship Is Unloaded at New Bayonne
Terminal**

THE first ship to make use of the new \$4,500,000 ship-rail terminal at Bayonne docked there in February. She was the freighter Gunda, which arrived from Sweden with a cargo of 800 tons of woodpulp.

Though the terminal, which is almost completed except for minor fills, provides for direct transfer of a ship's cargo to the freight trains, the shipment from the Gunda was stored in the 1,000-ft. long transit shed which has been designed as a warehouse for cargoes which do not lend themselves to immediate transfer by rail.

The terminal is a combination bulkhead and fill with docks, railroad tracks and a motor causeway which extends almost 2 miles into New York Bay. When com-

pleted, it will provide for rail and motor truck connections with the docks, said to be large enough to handle eighteen vessels at one time.

The project was constructed with P.W.A. funds—the city sharing in the cost of construction.

Oswego to Seaboard A \$1,000,000 Improvement

Showing an increased tonnage from 100,000 tons in 1930 to more than 1,000,000 in 1938, the Port of Oswego, N. Y., is making a bid for a place on the map of water-borne commerce, and all indications point to success in this line.

Recently, the Rivers and Harbors Committee of Congress acted favorably on a grant for a \$1,000,000 harbor improvements at this port, which will be the means of adding another 1,000,000 tons of commerce to this port. The proposition was voted by the U. S. Board of Army Engineers, as one of the best submitted in some time.

Improvements call for deepening the West Harbor from 14 ft. depth to 21 ft.; also providing a turning basin for the big 600-ft. upper lakers that will bring coal from upper lakes to the new steam powerplant of the Central New York Power Corp. now under construction at an ultimate cost of \$30,000,000. The first unit costing \$9,500,000 is being built by Stone and Webster, Boston. Coal shipments will total more than 200,000 tons during the season of navigation.

The Republic Steel Corp. plans to use these upper lake boats on the return trip by loading with iron ore from its Port Henry mines in the Lake Champlain section of the state. About 400,000 tons of ore will be shipped yearly from Oswego. It will be brought by boats of canal size to Oswego, and through a modern 800-ft. terminal, part of the power corporation program will be loaded into these boats on the return trip, after discharge of coal at the terminal.

Some idea of the increased tonnage at the Port of Oswego can be gained from last year's grain shipments when more than 26,000,000 bushels of corn and wheat passed through the state-owned elevator at Oswego, approximately 800,000 tons. This elevator turned back to the state \$60,000 in profits in 1938.

Another government undertaking this year, will be the deepening of Oswego Canal from Minetto to Oswego, and also in the canal harbor. This work, part of the \$27,000,000 canal improvement plan, is estimated to cost \$1,200,000. It has no connection with the west harbor improvement plan.

Rivers and Harbors Congress Convention March 23-24

THE 34th annual convention of the National Rivers and Harbors Congress will be held in Washington, D. C., at the Mayflower Hotel, March 23rd and 24th, it was announced by former Representative Wm. J. Driver of Arkansas, president of the organization.

Pointing out that our inland waterway system is a vital and integral part of our national defense, the official call for the convention states that the entire national river and harbor program is imperilled by the sharp cut in the budget recommendations for the next fiscal year, and pending legislation inimical to these activities. Although the Chief of Army Engineers, Maj. Gen. Julian L. Schley, reported that \$103,000,000 could be profitably expended on new work on rivers and harbors in 1939-40, the President in his recent budget message to Congress recommended only \$30,000,000, a reduction of \$42,000,000 in the amount appropriated for the present year. Likewise, General Schley reported that \$195,000,000 could be profitably expended during the next year on National flood con-

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trol projects and \$50,000,000 on flood control on the Mississippi River and tributaries, which the budget reduced to \$110,000,000 and \$31,000,000, respectively.

Vigorous opposition by the river and harbor group is pledged in the announcement to the legislative program embodied in the recent agreement between the the railroads' management and labor, calling for regulation of water carriers by the Interstate Commerce Commission, repeal of the long and short haul clause of the interstate commerce act, and sale of the Federal Barge Lines.

The Congress, it was stated, will also fight any proposal in the Government reorganization program to take away from the army engineers jurisdiction over planning and execution of river and harbor and flood control work.

Securing of adequate appropriations for flood control is listed among the major items to be brought before the convention.

Other matters to be considered include:

1. Speeding up the national flood prevention and control program.
2. Orderly development, conservation and use of the Nation's land and water resources, and protection of the rights of States and local communities.
3. Completion of authorized river and harbor projects, the adoption of meritorious new projects, and securing of additional appropriations therefor.
4. Protection of water transportation and extension of its benefits to secure low-cost water transport for heavy products.
5. Continued assistance and strengthening of the American Merchant Marine.

The Projects Committee of the Congress, U. S. Senator John E. Miller of Arkansas, Chairman, will meet March 21st and 22nd immediately preceding the convention to advise and assist sponsors of projects in preparing and presenting their data.

The annual spring meeting of the Mississippi Valley Flood Control Assn., headed by U. S. Senator John H. Overton of Louisiana, will be held March 22nd to coincide with the Congress' convention.

**Trade Zone to Get
\$1,638,500 Improvement**

The Board of Estimate, New York City, on March 2, approved a \$1,638,500 improvement of the city's Foreign Trade Zone plant at Stapleton, S. I., despite the protests of warehousemen that the zone was harming them materially.

The board authorized the expenditure of \$389,500 in city funds for the project, with the remainder to be furnished by the Federal Government. M. D. Griffiths, executive director of the New York Board of Trade, said that there was not a shred of evidence that shippers wanted the zone enlarged and indicated that the warehousemen would band together on court action to protect their interests.

**Tanner Gets License Tag
Delivery Order**

Tanner Transfer and Storage Co. Richmond, Va., on Jan. 18 was awarded contract for the delivery of approximately 400,000 lbs. of automobile license tags which are to be distributed to 109 agencies. The tags are to be delivered to agencies to be sold beginning March 15. The license tags are delivered from the state prison. Cargo insurance is required to be filed with the division offices.

Correction

In the listing of Bridgeport Storage Warehouse Co., 10 Whiting St., Bridgeport, Conn., on page 76 of the January, 1939, Directory issue of *DandW*, our compiling department, in error, gave the total storage area of 6,000 sq. ft. This amount referred to the part of its buildings that are sprinklered. The correct total storage area should have been 60,000 sq. ft., and we regret the error.

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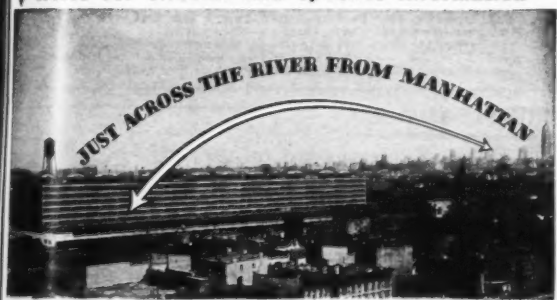
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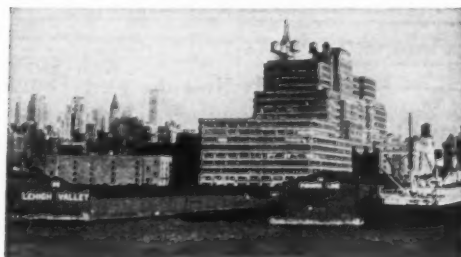
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Minneapolis for Waterway Shipments of Iron Firm

DEVELOPMENT of a new industry which will employ the Mississippi for transportation and will be expanded into one of the largest water terminal businesses in Minneapolis, Minn., if the upper harbor is obtained, was given its initial action when the City Council authorized leasing of dock space to the Fort Dodge Iron & Metal Co. for storage and shipment of scrap iron. Sidney R. Robinson, vice-president of the company, which has its headquarters at Fort Dodge, Iowa, but has established a branch office in the Northwestern Bank Bldg., Minneapolis, said initial shipments will amount to 50,000 tons annually. He said the company plans to ship at first to Peoria, Ill., but the shipments to New Orleans for export are in prospect later.

Decision of the Fort Dodge company to locate at Minneapolis comes simultaneously with launching of a new campaign to obtain Congressional authorization for upper harbor funds, when former Governor Arthur J. Weaver of Nebraska, recent president of the Mississippi Valley Assn., told a meeting of business men that full development of the river cannot be expected until Minneapolis gets adequate harbor facilities. Mr. Robinson told the Council commerce, markets and harbors committee, which approved the leasing of dock space to his company, that, should Minneapolis get its upper

bor, his organization will acquire within 2 yrs. terminal space into which scrap iron from the entire northwest would be collected for shipment down the river.

The committee authorized purchase of an electro-magnet, at least 45 in. in diameter, for use in loading metal onto barges.

Express Rates to Be Revised

The Interstate Commerce Commission authorized the Railway Express Agency, Inc., late in February, to make a general revision in its rate structure, a revision which the company hopes to add about \$10,000,000 annually to its revenue.

Generally, the revised rates call for an increase of 10 per cent on shipments of more than 100 lbs., and lower charges for most shipments of less than 100 lbs. On fresh fruits and vegetables, the rate would be increased only 5 per cent. No changes were proposed for milk, cream and related commodities.

The company's estimate of \$10,000,000 more revenue was based on both higher rates for the heavier shipments and increased business from lower rates on lighter shipments. It estimated each source would give \$5,000,000 net revenue.

The commission stated the express company's wage costs and taxes have risen along with those of the railroads, adding:

"It is therefore logical to authorize an increase in express rates corresponding to that approved for railroad freight rates, not only for the purpose of providing revenues adequate for the maintenance of express service, but also to preserve the general relations between freight and express rates."

Secretary of Agriculture Wallace filed a brief in opposition to increases on agricultural commodities, but the commission said it did not believe the company's proposals "will throw an undue burden on agriculture."

The commission stated that to a large extent small package traffic has gone from express service to parcel post, but that figures showing the amount of the shift were not available.

Commissioner Joseph B. Eastman, critical of the proposal, said "nothing will be gained by such ill-considered measures as the railroads, through applicant, propose in this proceeding."

The express company is owned by the railroads.

Texas Fights Rate Discrimination

By a large majority, the House of Representatives has adopted a resolution petitioning Congress to relieve the shippers of Texas and the Southwest from alleged "discriminatory" freight rates fixed by the Interstate Commerce Commission. The resolution, drafted by Rep. Bryan Bradbury of Abilene, declared that "the people of Texas and the Southwest are paying from 60 to 85 per cent more on their freight than are the people in the East and Central Eastern States."

"If we are to have industrialization and to promote factories in Texas and the Southwest and to give the farmer, the laborer and the business man an even break it is necessary that this discrimination of freight rates be abolished and a fair and equitable system inaugurated."

Water-Rail Rate Plan to Mid-West Opposed

A petition of Norfolk, Va., for a combination water-rail rate to the Middle West via Baltimore is being opposed before the I.C.C. by the Central Freight Territory Traffic Executive Assn. as a factor that would upset the entire rate structure of the Eastern territory. It was stated that the proposal would divert considerable all-rail traffic from the Norfolk and Western Railroad and that the rail line would be forced to meet

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FIREPROOF WAREHOUSE

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1121 South Front Street

Household Goods — Merchandise

Long Distance Moving — Pool Car Distribution

Private Siding, A. C. L. Railroad Co.

Members, N. F. W. A. — A. T. A.

FARGO, N. D.

Union Storage & Transfer Company

FARGO, N. DAK.

General Storage—Cold Storage—Household Goods

Established 1906

Three warehouse units, total area 161,500 sq. ft.; of this 29,320 sq. ft. devoted to cold storage. Two buildings sprinkler equipped. Low insurance costs. Spot stocks, Pool car Distribution. Complete warehouse services. Fargo serves North Dakota and Northwestern Minnesota. Offices 806-10 Northern Pacific Ave.

AWA-NFWA-MNWWA-ACW

GRAND FORKS, N. D.

Kedney

COMPLETE
BRANCH OFFICE
FACILITIES

WAREHOUSE CO.

General Storage—Moving Household Goods
Pool Car Distribution—Motor Freight
Terminal

AKRON, OHIO

**COTTER CITY VIEW STORAGE COMPANY**

70 Cherry St., Akron, Ohio
Merchandise Storage.
Pool Car Distribution.
Household Goods Storage.
Low Insurance.

CANTON, OHIO

**CANTON STORAGE, Inc.**
FOURTH AND CHERRY N.E.

Merchandise, Household Goods, Cold Storage
U. S. Customs and Internal Revenue Bonded Warehouse No. 7
Pool cars distributed. Private sidings. Free switching on all roads. Separate fireproof warehouses for household goods. Modern equipment combined with speedy service.
Member: A.C.W.—MAY.W.A.—A.W.A.—O.F.A.A.—O.W.A.

CANTON, OHIO

55,000 SQUARE FEET OF SPRINKLERED
WAREHOUSE SPACE TO SERVE YOU

SCHNEIDER STORAGE CO.
CANTON, OHIO

Merchandise and Household Goods
Stored and Distributed

CINCINNATI, OHIO

YOUR OWN BRANCH HOUSE
—WITHOUT THE OVERHEAD



P. R. R.
SIDING
INS. RATE 14 1/4¢
750,000 SQ. FT.

LARGEST, MOST MODERN, FIREPROOF
WAREHOUSE IN THIS SECTION
IDEAL LOCATION—EXCELLENT FACILITIES

GENERAL STORAGE—DISTRIBUTION
COLD STORAGE—MOTOR TERMINALS
PROTECTIVE STORAGE OF FROSTED FOODS
U. S. CUSTOMS AND INTERNAL REVENUE BONDED
LEASEHOLD, OFFICE AND DISPLAY SPACE
TRANSIT PRIVILEGES—RECIPROCAL SWITCHING

Traffic Problems Analyzed

CINCINNATI TERMINAL WAREHOUSES, INC.
49 Central Avenue Cincinnati, O.

Member:
ACW — ARW — OWA.

CINCINNATI OHIO

Consolidated Trucking, Inc.
Local and Long Distance Trucking
—Storage

1035-55 Flint St.
(Flint, Cortland and Hoefer Sts.)
Merchandise Storage Pool Cars
Penn. R. R. Siding Inter-City Truck Depot



the competing rate in self-defense. It was also stated that such rates would provide a lower combination water-rail rate from Norfolk via Baltimore to the Middle West than the all-rail rate on freight originating in Baltimore.

Philadelphia Gains in Freight Traffic

OF the coastal ports of the United States, the Port of Philadelphia ranks next to New York in tonnage handled," a review of the improvement of the Delaware River, prepared by the United States Engineers of the War Dept., states. The total foreign, intercoastal and coastwise traffic of the Delaware River increased from 10,967 vessels with net registered tonnage of 12,579,161 tons in 1906 to 17,536 vessels with 39,370,222 net registered tonnage in 1937.

During the last 16 yrs. these vessels have carried increasingly larger cargoes, the total foreign and domestic commerce in 1922 being 22,820,521 net tons, as compared with 38,940,292 net tons for 1937. The value of the commerce for 1937 was \$1,210,973,182 and the customs receipts therefrom were \$30,042,609. The total cost of improving the Delaware, including 1937, has been \$67,000,000 and the comment is made that "in one year alone the custom receipts were 44.8 per cent of the cost to the Federal Government of providing adequate channels on this waterway."

Improvement of the river by the Federal Government has "stimulated the construction of wharves and terminals." There are special facilities available on a number of piers for handling heavy loads and bulk cargoes, the report stating "A crane of 110 tons capacity has recently been installed by the Reading Co. at Port Richmond."

Grain in bulk is handled at two elevators, one being operated by the Pennsylvania R. R. at Girard Point with a capacity of 2,240,000 bu., with another operated by the Reading Co. with a storage capacity of 2,500,000 bu.

24 Food Products Exempted on Labels

Secretary Wallace has issued a list of 24 food products having common or usual names which will be exempt for the next 2 yrs. from the requirements of the new Food, Drug and Cosmetics Act that such products bear labels stating their ingredients. The exemption period is set to permit the formulation of definitions and standards of purity for such products.

The exempted products were listed as follows:

White bread, whole-wheat bread, raisin bread, Evaporated milk, sweetened condensed milk, malted milk.

Unmixed, immature canned vegetables, properly prepared and with water not in excess of amount necessary for proper processing, with or without added salt or sugar or both, but with no other added substance.

Unmixed canned fruits, properly prepared and in sugar solution of not less than 20 deg. Brix not in excess of the amount necessary for proper processing, but with no other added substance.

Canned oysters, canned clams, canned shrimp (dry and wet pack), canned fish roe.

Sauerkraut, olives in brine.

Cheeses, oleomargarine, mayonnaise dressing.

Fruit preserves.

Sweet chocolate, sweet milk chocolate.

Lemon extract, orange extract, vanilla extract.

CINCINNATI, OHIO



The Cincinnati Transfer Co.

739 W. 6th Street

WAREHOUSING

POOL CARS TRUCKING

Let us reduce your distribution costs.

Member: Ohio Whsemen's Assn.



CLEVELAND, OHIO

F. L. CONATY, Pres.

CURTIS STORAGE & TRANSFER, INC.

"STORE WITH CONFIDENCE"

Specializing in Merchandise Storage
Pool Car Distribution—Bulk Tank Storage
Operating Own Delivery Equipment
Private Siding N.Y.C.R.R.

FRENCH & WINTER STS.

CLEVELAND, OHIO

CLEVELAND, OHIO

**"The Three R's" In Modern Warehousing
RESPONSIBILITY
REPUTATION**

RELIABILITY — are found at

THE GREELEY-GENERAL WAREHOUSE CO.

Located in the New York Central Freight Terminal at Broadway and E. 15th St.

An Apology

Through an unfortunate misunderstanding on the part of the publishers of *DandW*, the advertisement of the Baltimore and Ohio Warehouse Co. at Cincinnati, Ohio, was omitted from its 1939 Annual Shippers' Directory. This public apology is made to the advertiser and to its manager and treasurer, F. W. Berry, who claims it is the first Directory he has missed in about 30 yrs.

Bond Issue of Cincinnati Terminal Renewed

At the annual stockholders' meeting of Cincinnati Terminal Warehouses, Inc., Cincinnati, Ohio, Jan. 25, the stockholders unanimously approved the management plan for the extension of the maturity of its bond issue for a 10-yr. period, beginning Feb. 1. The plan provides for the payment of \$100,000 on the principal and the extension of the remaining \$1,500,000 at 4 per cent interest for the additional 10-yr. period. The bonds are entirely owned by Eastern financial interests, who have agreed to the plan, it was stated.

The stockholders also reelected the following directors: DeWitt W. Balch, R. C. Barnard, C. P. Egan, J. N. Field, W. E. Fox, E. W. Harrison, J. F. Henry, C. W. Ireland, E. M. Lea, C. H. Rembold and W. T. Semple.

At the directors' meeting the following officers were reelected: W. T. Semple, president; R. C. Barnard, vice-president; DeWitt W. Balch, treasurer; C. W. Ireland, secretary, and W. E. Fox, assistant secretary and assistant treasurer.

Harry Foster was reappointed as general manager for the ensuing year.

(Concluded on page 73)

CLEVELAND, OHIO

LEDERER TERMINALS

... HAVE SOMETHING IN STORE for you ...
THREE GREAT WAREHOUSE LOCATIONS
GENERAL OFFICE, 1531 W. 25th ST.

CLEVELAND, OHIO

DIRECT FROM FREIGHT CARS



SHIPMENTS to Cleveland, consigned to The Lincoln Storage Company over any railroad entering the city, can be handled from freight car direct to our loading platform.

Carload shipments to our private siding, 11201 Cedar Ave., on the N. Y. C. Belt Line, connecting with all R.Rs. entering Cleveland; L. C. L.-Penna. Euclid Ave. Sta. adjoining Euclid Ave. warehouse; other R.Rs. to Cleveland, Ohio.



LINCOLN STORAGE

W. R. Thomas, Pres.

5700 Euclid Ave.

CLEVELAND

11201 Cedar Ave.

CLEVELAND, OHIO

TEL. CHERRY 4170

NATIONAL TERMINALS CORPORATION

1200 WEST NINTH STREET

Three Modern Fireproof Buildings—Two with Dock Facilities on Cleveland's Water Front

Most Economical Warehouse and Distribution Services

VIA WATER—RAIL—TRUCK ARE AVAILABLE THROUGH

Cleveland's Largest Cold and General Merchandise Warehouse

CLEVELAND, OHIO

RAIL SHIPMENTS

TO OR FROM CLEVELAND

Our private rail facilities enable us to give prompt handling of pool cars or lift van loads to any destination.

May we serve you?



Exclusive Agent:
Greater Cleveland
for Aero-Mayflower
Transit Co.

The **NEAL**
STORAGE COMPANY
CLEVELAND OHIO

CLEVELAND, OHIO

* AN ASSOCIATED

From Every Angle
FACILITIES TO MEET YOUR NEEDS

MODERN
AND
FIREPROOF

LOW
INSURANCE
RATES

COURTEOUS
SERVICE

The
OTIS
TERMINAL
WAREHOUSE
COMPANY

DOWNTOWN
LOCATION

SANITARY
STORAGE
ROOMS

U.S. CUSTOM
BONDED

MAKE THIS MODERN PLANT YOUR CLEVELAND BRANCH.

PRIVATE SIDING ON N. Y. C. R. R.

GENERAL OFFICE

ROUTE STOP-OVER CARS VIA BIG FOUR R. R.

1300 W. NINTH STREET

WAREHOUSE

For the convenience of shippers, this section is arranged geographically

CLEVELAND, OHIO

IN ALL ITS RAMIFICATIONS STORAGE
OF
MERCHANDISE AND ITS DISTRIBUTION
RAILWAY WAREHOUSES, Inc.

IN
CLEVELAND, OHIO
Surpass Competition in This District
FOR

Facilities, Service and Security
Fireproof Sprinklered Warehouses Most Centrally
Located and Free from All Traffic Hazards
and Congestion
Write for Details
Address 3540 Croton Ave., S. E., Cleveland, Ohio

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 41ND ST. PHILADELPHIA 1315 NEWBERRY AVE. MONROE

COLUMBUS, OHIO

Cover OHIO from Columbus

Modern warehouses and bonded storage facilities. A.D.T. System. Private double track siding. Receiving floor at car level. Shipping floors at truck level. Free switching from all railroads.

Columbus Terminal Warehouse Company
55-85 Terminal Way Columbus, Ohio
Established in 1882

COLUMBUS, OHIO

Member of Ohio Warehousemen's Association

COLUMBUS WAREHOUSES, INC.

A COMPLETE MERCHANDISE DISTRIBUTION WAREHOUSE
MOST CENTRAL WAREHOUSE—3 BLOCKS OF
CENTER DOWNTOWN DISTRICT
POOL CAR DISTRIBUTION
PRIVATE SIDING AND SWITCH—N. Y. CENTRAL LINES
228 West Broad St., Columbus, Ohio

COLUMBUS, OHIO

Consign Your Household Goods Shipments to

DAN EDWARDS at COLUMBUS

Packing—Shipping—Storage—Local and Long Distance Moving—Steel
and Concrete Warehouse—Private Siding

EDWARDS TRANSFER AND STORAGE CO.
428 North High St., Columbus, Ohio

Member—National Furniture Warehousemen's Assn., Ohio Warehousemen's Assn.

COLUMBUS, OHIO

COLUMBUS:—Ideally
located for your stocks
in Central West.
**THE MERCHANDISE
WAREHOUSE CO.:**—
In the Center of Colum-
bus on route No. 40 on your
way West or East. We
invite inspection; no obli-
gations.
SERVICE:—For the most
exacting. No account too
complicated.
Let us serve you at
Columbus.
**PRIVATE SIDING ON
N. Y. CENT. RR.**—
14-car capacity.
U. S. Customs Bonded



A D T System

The Merchandise Warehouse Co.
370 W. Broad St. Columbus, Ohio

MEMBER: A.W.A.—O.W.A.—A.C.W.

COLUMBUS, OHIO

The NEILSTON STORAGE CO.
260 EAST NACHTEN ST.

Modern fireproof warehouse for merchandise—Low
Insurance—Central location in jobbing district—
Private railroad siding—Pool cars distributed.

COLUMBUS, OHIO

J. W. PATTON L. D. PATTON

THE PATTON WAREHOUSE

96 MAPLE ST.

Located in the heart of the wholesale district. Modern
fireproof building for merchandise storage. Pennsyl-
vania Ry. Siding—Local Distribution—Pool Car
Distribution

LIMA, OHIO

MEMBER

**The Stelzer Truck & Storage Co.**

407-11 Findlay Rd.

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool cars, NYC siding
Member: M.W.A., O. A. C. H.

MARION, OHIO

MERCHANTS TRANSFER & STORAGE CO.

180 East Mill St., Marion, Ohio
Est. 1895

Strictly Fireproof warehouse for Merchandise and Household
Goods. Lease Space. Cold Storage, Private Siding into ware-
house. For complete service contact us.

Member: M.W.A.—O.F.W.A.—O.W.A.

SPRINGFIELD, OHIO

MEMBER

**WAGNERS SERVICE, INC.**

Pennsylvania Railroad and Lowry Ave.

A warehouse service that embodies every modern facility for
the storage and distribution of Household Goods and Mer-
chandise—Motor Freight Service—Door to door delivery at
Dayton, Springfield and Columbus daily.

Member of A. W. A.

TOLEDO, OHIO

2 WAREHOUSES

MEMBER

**WILLIS DAY STORAGE CO.**

Merchandise and Household Goods Storage,
Moving, Packing, Shipping
Distribution of Pool Cars

Member of May WA—OFWA—TOL—CA

133 St. Clair St. Adams 7144

TOLEDO, OHIO

**GREAT LAKES
TERMINAL WAREHOUSE CO.**

321-359 Morris Street—Toledo, Ohio

**GENERAL MERCHANDISE
AND
COLD STORAGE**

Complete Warehouse Facilities

Private Sidings

NYC and B&O RR's

A.D.T. Service

Represented by

NEW YORK
250 Park Ave.
Plaza 3-1235

AMERICAN CHAIN
OF WAREHOUSES

CHICAGO
53 W. Jackson Bld.
Harrison 1496

TOLEDO, OHIO

Merchants and Manufacturers Warehouse Co.
15-29 So. Ontario St.

Center of Jobbing District



Sprinklered Fireproof Building—100,000 Square Feet—Dry Storage—
Private siding—Free Switching—Merchandise Storage—Pool Car Dis-
tribution—Negotiable receipts—Transit Storage Privileges—Low in-
surance Rates—City delivery system.

(Concluded from page 71)

After successfully serving the Terminal in the capacity of director of sales for 12 yrs., Harry Foster assumed the additional duties of general manager about 1-yr. later. This placed him in complete charge of both operations and sales. Mr. Foster is also on the board of governors of the American Chain of Warehouses, Inc.

5% Territorial Increase in Commodity Shipments First 3 Mos.

A 5 per cent increase in territory in commodity shipments for the first 3 mos. of 1939 was predicted by the Atlantic States Shippers' Advisory Board, at its 15th annual meeting held at the Southern Hotel, Baltimore. The territory referred to was the Middle Atlantic region. The shippers' board estimated 524,393 carloads for the first 3 mos. of this year, which will compare with 499,365 carloads for the same period of 1938.

The largest increases predicted were 27 per cent for chemicals and explosives, followed by increases in shipments of building materials. C. J. Flagg, of the Newark, N. J., Chamber of Commerce, predicted the increase in commodity shipments will mount to 17 per cent before the end of the year. W. C. Kendall, chairman of the car service division of the Association of American Railroads, stated the railroads would have enough cars to handle a business increase anticipated.

Repeal of rail rates provided under the Federal Land Grant Act was urged at a joint meeting of the executive committee and the railroad contact committee of the shippers' board. The rates were held to be discriminatory in that they enable shippers along lines with some 17,000 miles of track built under the terms of the Land Grant Act to ship commodities to the Government agencies at 50 per cent of prevailing rates on the remainder of the nation's 240,000 miles of railroad. It was observed that since the act became effective Government bureaus have increased and a multitude of temporary agencies established, thus extending the advantage enjoyed by shippers along the favored lines.

The committee selected a special group of five to make an investigation of the St. Lawrence waterway to which there is strong opposition in the Atlantic States area.

H. M. Fraser, traffic manager of F. W. Woolworth Co., New York, spoke on "The Meaning of Freight Loss and Damage Prevention." Following his address a campaign was launched to find a universal symbol or slogan to denote fragility of items of freight.

F. G. Love, superintendent of property protection for the New York Central System, urged the cooperation of shippers and carriers in an effort to reduce freight claims.

During the sessions a vigorous condemnation was made of the use of second-hand containers for reshipment of commodities, and the agents of rail lines were called upon to refuse to handle improperly prepared packages.

The shippers' board appointed a committee to draft recommendations opposing legislation prohibiting traffic managers from appearing before the Interstate Commerce Commission and State regulatory bodies unless they have passed bar examinations. Several States already have such rules.

Binghamton, N. Y., was selected as the place for the spring meeting of the group.

Officers elected during the closing sessions were G. F. Hichborn, of New York, general chairman; C. J. Good-year, of Philadelphia, and A. C. Welsh, of Brooklyn, N. Y., alternate general chairmen, and W. W. Pierce,

TOLEDO, OHIO

NATIONAL TERMINALS CORPORATION

OFFICE: 247 MORRIS STREET

Phone Adams 8275

Most Economical Warehouse and Distribution Services Via Water, Rail and Truck Are Available Through Toledo's Best Located Most Accommodating Warehouses and Docks.
Two Private Docks Capable of Serving Any Size Boat on the Lake.
Both Inland and Dock-Side Warehouses.

TOLEDO, OHIO

"QUICK SHIPPERS"

TOLEDO TERMINAL WAREHOUSE, INC.

128-138 VANCE STREET, TOLEDO, OHIO

Merchandise storage . . . Pool car distribution . . . Fireproof . . . Private siding Nickel Plate Road . . . Free switching . . . Negotiable receipts . . . Transit storage arrangements . . . Motor truck service . . . Located in Jobbing District . . . U. S. Customs Bonded.

MEMBERS: American Warehousemen's Association
Ohio Warehousemen's Association
Toledo Chamber of Commerce

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. DENK 6-0946 1525 NEWBERRY AVE. MON 3531

MUSKOGEE, OKLA.

MUSKOGEE TRANSFER & STORAGE CO.

Merchandise and Furniture Storage
Pool Car Distribution

The only Fireproof Storage Warehouse in Muskogee

Private Siding
Member N.F.W.A.

Free Switching
Agent Allied Van Lines

OKLAHOMA CITY, OKLA.



Commercial Warehouse Co.

Exclusive Merchandise Storage

Pool Car Distributors

Free Switching

14c. Insurance rate



OKLAHOMA CITY, OKLA.

1889-1939

O. K. TRANSFER & STORAGE CO.

HOUSEHOLD
GOODS
MERCHANDISE



MEMBERS
DIST. SERVICE,
NFWA, AWA

GENERAL WAREHOUSING AND DISTRIBUTION

OKLAHOMA CITY, OKLA.

Member of A.W.A.—S.W.A.

Bonded Under State Law

Oklahoma Bonded Warehouse Company

853 N. W. 2nd St.

Oklahoma City, Okla.

Merchandise Warehousing

Pool Car Distribution

Free Switching
Private Truckage
P. O. Box 1222

Represented by
NEW YORK ALLIED DISTRIBUTION INC.
11 WEST 42ND ST. DENK 6-0946

CHICAGO
1525 NEWBERRY AVE. MON 3531
50,000 Sq. Ft.
Floor Space
Fireproof

OKLAHOMA CITY, OKLA.



THE PUBLIC WAREHOUSE COMPANY, INC.

1-8 Northwest First Street, Oklahoma City, Oklahoma

MERCHANDISE STORAGE—COOLER ROOMS
POOL CAR DISTRIBUTION

Brick and Concrete Construction Building, Strictly Fireproof—
Automatic Sprinkler System, Insurance Rate 11.4c. Santa Fe
Siding Conveniently located in Downtown Industrial and Retail
districts.

For the convenience of shippers, this section is arranged geographically

OKLAHOMA CITY, OKLA.

RED THE BALL
 (INCORPORATED)
 FIREPROOF WAREHOUSE FOR MERCHANDISE AND HOUSEHOLD GOODS
 AUTOMATIC SPRINKLER SYSTEM
 OFFICE AND WAREHOUSE
 305-313 East Grand Avenue

TRANSFER
RED BALL
STORAGE

We Solicit Your Accounts for Transfer and Storage Members of American and National Warehousemen's Associations

OKLAHOMA CITY, OKLA.

MEMBER
OKLAHOMA CITY'S FINEST WAREHOUSES
RELIABLE VAN & WAREHOUSE CO.
 HOUSEHOLD GOODS STORAGE
 MERCHANDISE STORAGE
 POOL CAR DISTRIBUTION

WAREHOUSEMEN'S ASSOCIATION

TULSA, OKLA.

MEMBER
FEDERAL
STORAGE & VAN CO., Inc.
 The Coggeshall Co.
MDSE. STORAGE & DIST.
 Punctual Service & Remittances
 Centrally Located—Low Fire Rates

WAREHOUSEMEN'S ASSOCIATION

TULSA, OKLA.

Joe Hodges Fireproof Warehouse
 Moving — Packing — Storage
 Mixed Cars a Specialty. Large docks for sorting. We solicit your shipments to our city and assure you we will reciprocate and guarantee prompt remittance. Located on Railroad. Best Service Obtainable.
 Member American Warehousemen's Association, American Chain of Warehouses

PORTLAND, ORE.

Colonial Warehouse and Transfer Co.
 Operating Public and Custom Bonded Warehouses
 Licensed under the U. S. Warehouse Act
 Merchandise, Storage and Distribution
 Private Siding Free Switching Sprinklered
 1132 N. W. GLISAN STREET

REPRESENTED BY
ALLIED DISTRIBUTION INC.
 CHICAGO 1525 NEWBERRY AVE. TEL. MONROE 5531
 NEW YORK 11 WEST 42nd ST. TEL. PENN. 6-0068

PORTLAND, ORE.

H. M. CLARK, Pres.
HOLMAN TRANSFER COMPANY
STORAGE DISTRIBUTION
 SINCE 1864
 1306 N.W. Hoyt St. A.W.A.—O.S.W.A.

PORTLAND, ORE.

LET LYON GUARD YOUR GOODS
LYON
VAN AND STORAGE CO.
Carload Distributors
 SEATTLE 2030 Dexter Ave. PORTLAND, Ore. 1501 N. W. Kearney St.
 Dean McLean, Mgr. Walter Hollis, Mgr.

PORTLAND, ORE.

J. H. CUMMINGS, Pres.
MERCHANDISE, STORAGE & WAREHOUSING
Northwestern Transfer Co.
 General Forwarding Agents
 SPECIAL ATTENTION GIVEN TO POOL CARS
 Our private siding is served by all railroads
 1504 N.W. Johnson St., Portland, Oregon
 ESTD. 1888

of Newark, N. J., general secretary. Mr. Hieborn succeeds J. K. Hiltner, who was general chairman last year.

Donald D. Conn, executive vice-president of the Transportation Association of America, presented a forecast of the next 5 yrs.

The convention was attended by 500 delegates from the entire area represented by the group.

Philadelphia Brief Asks Rate Equalization

A brief was filed with the Interstate Commerce Commission, on Feb. 10, by Samuel H. Williams, manager of the transportation and foreign trade bureaus of the Philadelphia Chamber of Commerce, on behalf of the Joint Executive Transportation Committee of Philadelphia Commercial Organizations, in the extensive investigation involving motor carrier rates throughout Eastern territory. The Commission instituted the proceeding to determine whether the rates, charges and classifications, and the rules, regulations and practices relating thereto, applicable to transportation by common carriers by motor vehicle, subject to the Motor Carrier Act of 1935, of substantially all property in interstate and foreign commerce between all points in Eastern territory, are in any respect in violation of the law; also to make proper findings and enter any order warranted by facts.

The brief is limited to certain phases of the proceeding, that is, (a) rates to apply on export, import, coastwise and intercoastal traffic; (b) short haul rates within the Philadelphia local area; and (c) specific point-to-point commodity rates. In its conclusion, the brief makes the following pleadings:

That the Commission should exclude from consideration in this proceeding rates on export, import, coastwise, or intercoastal traffic; or in the alternative should, in the public interest, require or permit reasonable equalization of rates applicable on this traffic.

That, in the absence of a showing of justification, rates within the so-called Philadelphia local area should not be higher than the rates within the Baltimore or Pittsburgh areas, or any other municipal area.

That, in view of the fact that thousands of individual point-to-point commodity rates are proposed and since no one can anticipate the competitive effects which may result from the approval of all or any of such proposed rates as minima, if a minimum rate order should be issued, such order should be adequately flexible, so that prompt corrections of any unforeseen undue advantages may be effected.

The brief discusses present railroad carrier port rates, present motor carrier port rates and proposed motor carrier port rates, citing pertinent testimony of witnesses in the earlier part of the hearing before the Commission, including that of C. L. Cotterill, counsel for the Middle Atlantic Shippers' Motor Carrier Committee, and that of Witness Howard, for the same body, presenting the latter's suggestion for the adoption of a rule to govern the publication of rates applying on port traffic. It also repeats, in substance, an excerpt from the testimony of Mr. Williams, wherein he stated that, in the public interest, carriers should be authorized, within reasonable limits, to maintain equal port rates between interior points and the ports, which are no higher than the lowest domestic rates which, at any given time, prevail between the same inland point and any one of the North Atlantic ports. "It will thus be seen," states the brief, "that while the motor carriers as a group either did not arrive at an agreement as to general principles, or did at the outset have a policy which was subsequently changed, other parties to the proceeding suggested a proper method of constructing port rates which will be in the interest of the general public should the Commission, in its wisdom, not exclude such rates from its order or orders."

New Direct SS. Freight, Philadelphia to England

The first direct steamship freight service to England by American ships out of the port of Philadelphia, was begun on Feb. 13. The vessel inaugurating the new service, which was established by the U. S. Maritime Commission, is the steamship Lehigh, operated by the American Hampton Roads Line.

Under Captain Patrick Madden, it loaded at the Tidewater Terminal, Oregon Ave., for the trip to London. Previously, American ships sailing from here for England touched various ports up and down the Atlantic coast before crossing the ocean. This required from 2 to 3 weeks, whereas the new direct service will make the run in 10 days.

PORTLAND, ORE.

OREGON TRANSFER COMPANY

Established 1868

1238 Northwest Glessan Street Portland, Oregon

U. S. BONDED and PUBLIC WAREHOUSESMerchandise Storage and Distribution
Lowest Insurance Rates—Sprinkler Equipped

Member A. W. A.

Eastern Representatives Distribution Service, Inc.

PORTLAND, ORE.

MERCHANDISE WAREHOUSING AND TRANSPORTATION

Pool Cars and L. C. L. Distribution to the Pacific Northwest and Inland Empire with Free Pick Up and Delivery Service to All Main Points. Route your shipments Via Water or Rail to us.

PIHL TRANSFER & STORAGE CO.

1231 N. W. Hoyt St.

Portland, Oregon

Our Personal Supervision assures you prompt and proper service.

PORTLAND, ORE.

COVER THE NORTHWEST
THROUGH**RUDIE WILHELM WHSE. CO., INC.**

Rudie Wilhelm, Pres.

Member A.W.A.

U. S. Bonded—Concrete Building—A. D. T. Sprinkler SystemComplete Facilities for Storage and Distribution
of All Commodities

Agents: Universal Transcontinental Freight Service

BETHLEHEM, PA.



500,000 CU. FT. COLD STORAGE
200,000 SQ. FT. DRY & HOUSEHOLD STORAGE

LEHIGH AND NEW ENGLAND TERMINAL WAREHOUSE CO.

Lehigh and New England Terminal Warehouse Company
15th Avenue, North of Broad Street, Bethlehem, Pa.

Serving ALLENTOWN, BETHLEHEM, AND EASTON
Private Siding
LEHIGH & NEW ENGLAND R. R.

HARRISBURG, PA.



Pool Cars
Efficiently Handled
Merchandise and Household Goods Storage

HARRISBURG STORAGE CO., Harrisburg, Pa.
P. R. R. Sidings Agent for Aero Mayflower Transit Co.
American Warehousemen's Association, Mayflower Warehousemen's Association, Penna. Furniture Warehousemen's Association, Penna. Warehousemen's Association, American Chain of Warehouses

HARRISBURG, PA.

KEYSTONE WAREHOUSE

GENERAL MERCHANDISE STORAGE

POOL CARS DISTRIBUTED

BRICK BUILDING—LOW INSURANCE

STORE DOOR DELIVERY ARRANGED FOR

PENNA. R. R. SIDING

OPERATED BY HARRISBURG WAREHOUSE CO.

HAZLETON, PA.

KARN'S STORAGE, INC.**MERCHANDISE WAREHOUSE L.V.R.R. SIDING**

Storage in Transit Pool Car Distribution

Packing—Shipping—Hauling

Fireproof Furniture Storage

Est. 1915

Members: Mayflower W.A.—P.F.W.A.—P.W.A.

LANCASTER, PA.

Keystone Express & Storage Co.**STORAGE—DISTRIBUTORS—FORWARDERS**

Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS

MOTOR SERVICE

Siding on P. R. R. and P. & R.

LANCASTER, PA.

LANCASTER STORAGE CO.

LANCASTER, PA.

Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturers' Distributors, Carload Distribution, Local and Long Distance Moving

Members May. W.A.—P.F.W.A.

PHILADELPHIA, PA.

Est. over 50 years.

FENTON STORAGE CO.

Absolutely Fireproof

46th and Girard Ave.

Cable Address "Fenco"

P. R. R. Siding

Storage, moving and distribution of household goods and merchandise

PHILADELPHIA, PA.

Fidelity—20th Century Storage Warehouses

General Offices—1811 Market St.

Agent for Allied Van Lines, Inc.

Bus type vans for speedy delivery anywhere. We distribute pool cars of household goods. Prompt remittance.

Assoc. A. W. A., N. F. W. A., Can. S. & T., P. F. W. A.

PHILADELPHIA, PA.

GALLAGHER'S WAREHOUSES

Executive Offices—708 So. Delaware Ave.

General Merchandise Storage and Distribution

U. S. Bonded and Free Stores

Carload Distribution

Direct Railroad Sidings: Penna. R. R.—Reading R. R.

Company owns fleet of motor trucks for city and suburban deliveries

PHILADELPHIA, PA.

2,100,000 Square Feet**MERCHANTS WAREHOUSE CO.**

10 Chestnut St.

Phone: LOM. 8070

11 modern buildings in leading business sections. Served by all R. R.'s. Loading and unloading under cover. Storage-in-transit privileges. Goods of all kinds, bonded and free.

One of THE CHAIN OF TIDEWATER TERMINALS and Allied Inland Warehouses

PHILADELPHIA, PA.

BUELL G. MILLER, President

MILLER**North Broad Storage Co.**

BROAD & LEHIGH & BRANCHES

Member P.M.T.A., C.F.M.A. of Pa.

Key Center of the Big Eastern Market



MOTOR TRUCK SERVICE

We own and operate a fleet of motor trucks to provide "Store-Door" delivery throughout the Philadelphia trading area and are especially equipped to render "next-morning" delivery anywhere within the area shown in the map.

13 large warehouses . . . modernly constructed . . . modernly equipped . . . staffed with an efficient personnel. Located in the important retail and wholesale districts of Philadelphia, the shipping center for the East's largest market. Adjacent to steamship piers where regular sailings are maintained for coastwise, intercoastal and world ports. Direct connections with the Pennsylvania Railroad and the Reading Company. Regular pool car service. Ample facilities for prompt, economical handling of merchandise of every kind.

Special accommodations for household goods shipments.

WRITE FOR PARTICULARS

TERMINAL WAREHOUSE COMPANY

Delaware Avenue and Fairmount
PHILADELPHIA

Members—A. W. A., N. F. W. A., Pa. F. W. A.

Represented by DISTRIBUTION SERVICE, INC.

100 Broad Street, NEW YORK CITY . . . Bowling Green 9-0986

625 Third Street, SAN FRANCISCO . . . Phone Sutter 3461

219 East North Water Street, CHICAGO . . . Phone Sup. 7180

An Association of Good Warehouses Located at Strategic Distribution Centers

PHILADELPHIA, PA.

22 Modern Warehouses

CENTRALLY LOCATED in all leading business sections . . . close to piers . . . direct connections with all R.R.'s . . . and our own fleet of 22 modern transports.

OVER 1,000,000 Sq. Ft. of storage space for merchandise of nearly every kind, bonded and free. Modern buildings with low insurance rates, and equipped for prompt and economical service.

SHIPPING to and from all eastern markets and world ports.

WRITE for particulars regarding many valuable services offered.

PENNSYLVANIA WAREHOUSING & SAFE DEPOSIT CO.

General Offices, Cor. 4th & Chestnut Sts., Philadelphia

JOHN A. McCARTHY, President

MEMBER: American Chain of Warehouses
American Warehousemen's Association (Merchandise Division)

Pennsylvania Warehousemen's Association

NEW YORK: Geo. W. Perkins, 82 Beaver St. Tel., Hanover 2-1954
J. W. Terrelorte, 250 Park Ave. Tel., Plaza 3-1235

CHICAGO: W. H. Eddy, 53 W. Jackson Blvd. Tel., Harrison 1496

Cold Storage News

Retail Co-op Will Enter Frozen Food Field

The National Retailer-Owned Grocers will enter the frozen foods field with special promotions for its private brands. At present representing 21,000 retail food stores, the NROG dates back to the closing days of NRA. The stores do their buying through 105 warehouses located in major urban areas.

The group's entry in the frozen food field will be under the direction of W. M. D. Miller, Allentown, Pa., reelected president at the Chicago convention.

Although the NROG exerts much merchandising effort on its own brands, it has and will continue to cooperate with manufacturers of national brands.

Use of Carbon-Dioxide Gas for Apples Urged

Members of the Pomological Society of Quebec on Jan. 27 urged the Provincial Government to provide, accommodation in some Montreal cold storage warehouse for the storing of apples in carbon-dioxide gas which protects them from deterioration for months.

Another resolution adopted urges the Provincial Government to adopt legislation which would make it possible for apple growers and packers to put a bonded label, guaranteeing the quality of fruit on their boxes.

Frozen Food Group Acts

Formation of a working organization for the recently authorized Frozen Foods Institute took another step forward recently when Fred E. Scott, chairman of the

(Continued on page 79)

PITTSBURGH, PA.

DUQUESNE WAREHOUSE CO.

Office: Duquesne Way and Barbeau St.
Merchandise Storage & Distribution

Members A. W. A.

PITTSBURGH, PA.

Established 1911

EXHIBITORS' SERVICE COMPANY

West Gen. Robinson & Scotland Street

Pool Car Distribution—Reconsigning, 24 Hour Service—
Trackage 40 Cars—Daily Service area—20,000 Sq. Miles—84
Company Owned Vehicles—Steel and Concrete Terminal
Cooling Room Space for Perishables.

PITTSBURGH, PA.

Ed Werner Transfer and Storage
1917-19 Brownsville Road Pittsburgh, Pa.

Household Goods Storage

Consign shipments via PRR—Lake Erie RR—B & O RR
Long Distance Moving

Agents for Allied Van Lines, Inc.
Member of N.F.W.A.

SCRANTON, PA.

R. F. POST

DRAYMAN & STORAGE WAREHOUSE

221 Vine St.

HOUSEHOLD STORAGE POOL CARS
MERCHANDISE STORAGE PACKING
LOCAL AND LONG DISTANCE MOVING
PRIVATE SIDING, D. L. & W. R. R.

PITTSBURGH, PA.

Members: P.W.A.—Pittsburgh W.A.—P.M.T.A.

Thomas White

Owner and Manager

WHITE TERMINAL CO.

16th-17th and PIKE STS.

IN THE HEART
OF THE
PITTSBURGH
JOBGING
DISTRICT



A large, modern, sprinklered warehouse with every facility for economical, efficient storage of merchandise and food products. A private siding on the Penn. R.R. Complete trucking facilities. Pool cars distributed. Consign your shipments to WHITE.

STORAGE-IN-TRANSIT PRIVILEGE

Also operators of **WHITE MOTOR EXPRESS CO.**

(Established 1918)

100% Mack Equipment

SCRANTON, PA.

The Quackenbush Warehouse Co.

219 Vine Street

MERCHANDISE AND HOUSEHOLD GOODS
STORAGE POOL CAR DISTRIBUTION

D L & W and D & H Sidings
Member of Allied Distribution, Inc.



UNIONTOWN, PA.

H. D. RYAN—L. G. HOWARD, Proprietors

KEYSTONE TRANSFER CO.

CORNER BEESON BLVD. & PENN ST.

HOUSEHOLD GOODS PACKED, SHIPPED, STORED
LONG DISTANCE MOVING

Private Siding B. & O. R.R.

WILKES-BARRE, PA.

WILKES-BARRE STORAGE CO.

General Storage and Distribution

Prompt and Efficient Service

Storage-in-Transit and Pool Cars

19 New Bennett St.

Wilkes-Barre, Pa.

WILLIAMSPORT, PA.

WILLIAMSPORT STORAGE CO.

FIREPROOF BUILDING—416 FRANKLIN STREET

P. R. R. SIDING

MERCHANDISE STORAGE and DISTRIBUTION

HOUSEHOLD GOODS—DRAYAGE

IDEAL DISTRIBUTING POINT FOR CENTRAL PENNSYLVANIA

Board of Certified Traffic Management

(Continued from page 22)

tice of traffic management and have permitted their certificates to lapse may file their old certificates with the State Board in December of any year, to secure new certificates permitting them to practice during the ensuing year.

(b) The holders of unrevoked Certified Traffic Management certificates granted by other states or of equivalent certificates granted by the recognized authority of foreign countries, may register their certificates provided such certificates were issued as the result of an examination which, in the judgment of the Board of Certified Traffic Management, was equivalent to the standards set by it, and who have been in continuous practice for at least ten years, may be issued certificates to practice during the ensuing year.

(c) Certificates to practice as Certified Traffic Managers shall not be issued to any person referred to herein until such person shall have filed with the Board of Traffic Management written declaration of intention to practice in accordance with this act.

Section 13. Oath. Every applicant for certificate to practice Traffic Management shall be required, prior to the issuance thereof, to subscribe and file with the Board the following oath: I do solemnly swear (or affirm) that I will support the Constitution of the United States and the Constitution of the State of _____, and that I will faithfully and conscientiously perform the duties of a practitioner of Traffic Management to the best of my ability and in accordance with the law.

Section 14. Bond. Every person having been granted a certificate to practice Traffic Management under the provisions of this act, or any renewal thereof, shall

For the convenience of shippers, this section is arranged geographically

PROVIDENCE, R. I.

CADY MOVING & STORAGE CO.**FIREPROOF WAREHOUSE**Storage, Moving, Shipping
80-90 Dudley St.Member National Furniture Warehousemen's Assn.
Agent for Allied Van Lines, Inc.

PROVIDENCE, R. I.

JONES WAREHOUSES, INC.**FIRE-PROOF**

Moving—Packing—Shipping

Office, 59 Central St.

Member Mayflower Warehousemen's Assn.

PROVIDENCE, R. I.

Terminal Warehouse Company of R. I., Inc.Storage all kinds of General Merchandise, Pool Car
Distribution. Lowest Insurance.Trackage facilities 50 cars. Dockage facilities on
deep water.

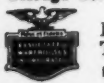
Shipping directions South Providence, R. I.

CHARLESTON, S. C.

Charleston Warehouse and Forwarding Corp.Merchandise Storage and
Distribution of Pool CarsModern Concrete Warehouse. 100,000 Square Feet of Storage Space.
Private Tracks Connecting with All Railroad and Steamship Lines.
Motor Truck Service.

Members of the American Chain of Warehouses, Inc.

COLUMBIA, S. C.

Carolina
Bonded
Storage Co.**BONDED**
COMPLETE STORAGE FACILITIES
for MERCHANDISE &
HOUSEHOLD GOODS.Pool Cars Handled. Household Goods
Transferred. Long Distance Trucking.

Member of A.W. Ins.—MayWA 700 Block College

MEMBER



GREENVILLE, S. C.

*"The Heart of the Piedmont"***TEXTILE WAREHOUSE CO.**

Est. 1923

511-13-15 Rhett St.

GENERAL MERCHANDISE—H.H.G. STORAGE

Pool Car Distribution—Motor Truck Service

Low Insurance Rate

Private Siding

KNOXVILLE, TENN.

FIREPROOF STORAGE & VAN COMPANY, Inc.

201-211 Randolph St., Knoxville, Tennessee

135,000 square feet on Southern Railway tracks.

Equipped with Automatic Sprinkler

Insurance at 12c. per \$100.00 Household goods shipments
per annum. solicited. Prompt remittances
Pool Cars distributed. made.MEMBER American Warehousemen's Ass'n
PROMPT AND EFFICIENT SERVICE

MEMPHIS, TENN.

S. S. DENT, Pres.

General Wsh. & Dist. Co.

435 So. Front St.

*"Good housekeeping, accurate records,
Personal Service"*Located in the center of the Jobbing &
Wholesale DistrictSprinklered Private R. R. siding Low Insurance
Perfect service

file bond in the sum of one thousand dollars (\$1,000) to the Secretary of State before entering upon the discharge of his duties for the faithful performance of the same.

Section 15. Fees. The Board of Traffic Management shall collect the following fees:

(a) For examination of applicants, the sum of \$20.00.
(b) For registration of Certified Traffic Management certificates granted by other states or foreign countries, the sum of \$10.00.

(c) For issuance of certificates to practice, the sum of \$5.00 shall be collected by the State Board. Annually, in December of each year, the same sum shall be collected for the renewal of the certificate.

On the failure of payment of any of the annual fees above provided the registration shall be automatically canceled, and any registrant so defaulting shall not be entitled to receive a certificate to practice until he or she shall have paid the registration fee as provided herein, together with the amount of such default or arrears.

Section 16. Renewal of Certificates. Registrations and certificates to practice shall be subject to renewal in December of each year upon payment of the fees provided by this act.

Section 17. Revocation of registration and certificates to practice. The Board of Traffic Management shall revoke and cancel the certificate to practice of any person upon proof that the holder thereof has been convicted of a felony or any lesser offense involving dishonesty or fraud in the discharge of his duties as a Certified Traffic Manager; or has been principal or accessory to the issuance or certification of false or fraudulent statements; or has obtained registration and certificate to practice, or either, by means of false statements or representations; or may suspend such registration or certificate, or either, upon proof that the holder has been guilty of unprofessional or unethical conduct in connection with the practice of Traffic Management. Such suspensions shall be for such period of time, not exceeding one year, as in the discretion of the Board shall be deemed appropriate.

**Rail Rate Cut Allowed on
New England Produce**

Interstate Commerce Commission has authorized New England railroads to reduce rates on potatoes and other vegetables from Maine and New Brunswick to meet truck and truck-water competition in the East.

Four railroads — Bangor & Aroostook, Canadian Pacific, Boston & Maine, and Maine Central — were authorized to reduce rates to New York City, Philadelphia, Baltimore and Washington without reducing rates to intermediate points.

Principal reductions: to Harlem River and 130th Street, New York, a reduction of 5 cents a 100 lbs.; Philadelphia and Baltimore, 8 cents a 100; Washington, 5 cents a 100.

The railroads' petition said there had been a "tremendous increase in the movement of potatoes via unregulated trucks and water-truck routes, principally through the ports of Winterport and Buckport, Me., to the New York district and the ports of Philadelphia, Baltimore and Washington."

**I.C.C. Voids Harbor
Freight Rate Raise**

Proposed increased freight rates between Los Angeles Harbor and metropolitan Los Angeles were voided recently by the Interstate Commerce Commission at Washington, D. C. The Commission said that the proposed rates had not been justified.

The proposed rates were filed by the Santa Fe, Pacific Electric, Southern Pacific and Union Pacific railroads. They included pickup and delivery service in the Los Angeles area.

MEMPHIS, TENN.

Secy. and Treas. W. H. DEARING

John H. Poston Storage Warehouses

ESTABLISHED 1894

671 to 679 South Main St.

Insurance Rate \$1.26 per \$1,000 per Annum

Distribution a Specialty

Represented by
ALLIED DISTRIBUTION INC.
NEW YORK 11 WEST 42ND ST. PENN. 6-0966CHICAGO
1523 NEWBERRY AVE. MON. 5531

MEMPHIS, TENN.

H. K. HOUSTON, Pres. B. T. GRILLS, Gen. Mgr.

UNITED WAREHOUSE & TERMINAL CORP.Warehouse No. 1
137 E. Calhoun Ave.Warehouse No. 2
138-40 St. Paul Ave.

Memphis, Tennessee

Storage (Mdse.)—Pool Car Distribution—Local delivery service—Office Space.
in the heart of the wholesale district and convenient to Rail, Truck and express
terminals. Eight car railroad siding—(N.C.&ST.L. and L.&N.)—Reciprocal switch-
ing. Represented by Distribution Service, Inc. Member of A.W.A. and M.W.A.

NASHVILLE, TENN.

124 FIRST AVE. N.

BOND, CHADWELL CO.MERCHANDISE
WAREHOUSE.
RAIL, TRUCK
AND RIVER
TERMINAL.

NASHVILLE, TENN.

521 Eighth Ave., So.

Central Van & Storage Co.

MERCANTILE AND HOUSEHOLD STORAGE

WAREHOUSE STOCK and POOL CAR DISTRIBUTION

Fire Proof Warehouse Space—Centrally Located

NASHVILLE, TENN.

ESTABLISHED 1886

The PRICE-BASS CO.

194-204 Hermitage Ave.

MERCHANDISE STORAGE

Automatic Sprinklered—Spot Stock and
Pool Car Distribution—Private Siding

AMARILLO, TEXAS

WM. C. BOYCE

J. A. RUSH

**Armstrong Transfer & Storage Co., Inc.**

Distributors of Merchandise

BONDED WAREHOUSE

Amarillo and Lubbock, Texas

Contract operators for all rail lines and Uni-
versal Carloading and Distributing Company.
Member Mayflower W. A.—Amarillo Warehouse-
men's Association—American Chain of Warehouses

BEAUMONT, TEXAS

TEXAS STORAGE COMPANY

656 Neches St.

Beaumont, Texas

Merchandise and Household Goods
Warehouse, Concrete Construction
30,000 Sq. Ft. Distribution of Pool Cars
Transfer Household Goods

Agent for A.V.L. Member of N.F.W.A.—S.W.T.A.

CORPUS CHRISTI, TEXAS

C. M. Crocker—Pres. J. W. Crocker—Vice-Pres.
May Crocker—Sec. & Treas.**CROCKER
TRANSFER AND STORAGE CO., Inc.**

Established 1912

Distribution Pool Cars or Boat Shipments
Merchandise & Household Goods
Automatic Sprinkler System
Storage—Drayage—CratingMembers—A.W.A. N.F.W.A. S.W.T.A. A.C.W.
Agent for Allied Van Lines, Inc.

CORPUS CHRISTI, TEXAS

J. R. McCRAY, Pres.

McCRAY TRANSFER & STORAGE CO.

1219-1223 GAVILAN STREET

MDSE. & HOUSEHOLD GOODS DISTRIBUTION

BONDED WAREHOUSE - - - 32,000 sq. ft.

Nation-Wide Movers Under Our Own Permits
We Practice Reciprocity

DALLAS, TEXAS

In Dallas It's Binyon-O'KeefeWith three warehouses having a total of 180,000 square feet of floor space; with our
private side and free switching to Dallas' eleven trunk line railroads—in Dallas,
Binyon-O'Keefe is best prepared to serve you.**BINYON-O'KEEFE**
Fireproof Storage Co.
Dallas

For 60 Years



DALLAS, TEXAS

(Established 1875)

**DALLAS TRANSFER AND
TERMINAL WAREHOUSE CO.**

Second Unit Santa Fe Building, Dallas, Texas

Modern Fireproof
Construction—
Office, Display,
Manufacturers,
and
Warehouse SpaceOperators of Lone Star
Package Car Company
(Dallas Division). Daily
service via rail from St.
Louis and C.F.A. terri-
tory to all Texas points.
Semi-weekly service via Morgan Steamship Line
from New York and seaboard territory to all Texas
points. H & N T Motor Freight Line, serving South, Central
North Texas and Oklahoma.
MEMBERS: A.W.A., N.F.W.A., American Chain of Warehouses,
Southwest Warehouse & Transfermen's Assn. Rotary Club**Cold Storage News**

(Continued from page 76)

steering committee, sent a letter to the members of the
industry asking for suggestions for chairmen and per-
sonnel of eight permanent committees. The commit-
tees are merchandising, packaging, advertising, equip-
ment, special refrigeration, legislative, membership and
finance.Formation of the institute was voted at a recent
meeting held in Chicago by the National Food Distribu-
tors Association, at which manufacturers, wholesalers,
warehousemen, packers and equipment companies were
represented.**Stokely Acquires Honor
Brand Foods**Stokely Brothers & Co., Inc., Indianapolis, Ind., has
taken over complete management of Honor Brand
Frosted Foods Corp., one of the country's largest
packers of frosted foods. E. J. White, former head of
the White Davenport Co., brokerage concern specializ-
ing in frosted foods, has resigned his connection with
that company to become president and general manager
of the Honor Brand organization.Headquarters of Honor Brand will be transferred
shortly from New York to Indianapolis, where the per-
sonnel will have the cooperation of the Stokely mer-
chandising and advertising organization.Honor Brand Frosted Foods Corp. was founded in
New York by Max Waterman, head of Waterman &
Co., dealers in fresh fruit and produce. Mr. Waterman
has withdrawn to give more time to Waterman & Co.,
which will continue as distributor for Honor Brand
lines to the wholesale and institutional trade in the
New York metropolitan area.

Stokely Brothers & Co., Inc., producers of Van Camp's

For the convenience of shippers, this section is arranged geographically

DALLAS, TEXAS

Interstate-Trinity Warehouse Company



a merger of
INTERSTATE FIREPROOF STORAGE & TRANSFER COMPANY
and
DALLAS-TRINITY WAREHOUSE COMPANY

301 North Market Street,
Dallas

Merchandise Storage and Distribution
Household Goods Storage, Moving & Packing

Long Distance Hauling

Associate Managers
W. I. Ford R. E. Abernathy

Represented by
NEW YORK ALLIED DISTRIBUTION INC. CHICAGO
11 WEST 42ND ST. PENN. 6-0968 1525 NEWBERRY AVE., MON.5531

EL PASO, TEXAS

"Bankers of Merchandise"
"Service With Security"

International Warehouse Co., Inc.

1601 Magoffin Ave.

El Paso, Texas



Lowest Content Insurance Rate
Fireproof Storage of Household Goods, Autos & Merchandise. State and Customs Bonded.
Private Trucking—T. & P. and So. Pac. Rys.
Pool Car Distribution—Motor Truck Service.
Incorporated in 1920
Members—NFWA—SWTA—Agent for Allied Van Lines, Inc.

FORT WORTH, TEXAS

In Fort Worth It's Binyon-O'Keefe

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



For 60 Years **BINYON-O'KEEFE** For 60 Years
Tireproof Storage Co.
Fort Worth
Associated with Distribution Service, Inc.



DALLAS, TEXAS

SPECIALIZING

MERCHANDISE STORAGE
POOL-CAR DISTRIBUTION



SERVING THE GREAT
SOUTHWEST AREA

EVERY ACCOUNT IS
PERSONALLY SUPERVISED
BY THE MANAGEMENT

KOON-McNATT STORAGE & TRANSFER CO.
911 MARION ST.



CONTRACT OPERATORS
FOR ALL RAIL LINES AND
UNIVERSAL CARLOADING
& DISTRIBUTING COMPANY

Over 10,000,000 Pounds of Freight
Handled Monthly for Dallas
Shippers



FORT WORTH, TEXAS

A Complete Merchandise Warehouse Service

MERCHANDISE STORAGE—COLD STORAGE—POOL
CAR DISTRIBUTION—FRISCO R.R. SIDING
MODERN—FIREPROOF WAREHOUSE
JOHNSON STORAGE & DISTRIBUTING CO., INC.
AND
JOHNSON MOTOR LINE

801 W. VICKERY BLVD.

FT. WORTH, TEXAS

FORT WORTH, TEXAS

Storage, Cartage, Pool Car Distribution

O. K. Warehouse Company, Inc.

255 W. 15th St.

Fort Worth, Tex.

DALLAS, TEXAS

A Complete Merchandise Warehouse Service
COLD STORAGE—MERCHANDISE STORAGE
YARD STORAGE—RENTALS

MAAS-MORGAN WAREHOUSE, INC.

Houston Street at McKinney Avenue. 1917 North Houston Street.
703 McKinney Avenue, Dallas, Texas.

The business address of a number of the largest manufacturers in the world. A splendid modern plant. A strategic distribution center. A highly specialized organization placing at your command the finest SERVICE that skill and willingness can offer.

DALLAS, TEXAS

Merchants Cold Storage of Dallas

Bonded

470,000 Cu. Ft. Cold Storage Space
Pool Car Distribution

1301-7 Broom St.

P. O. Box 5088

DALLAS, TEXAS

Hawkins
Street
and
Pacific
Avenue



The Southwest's Warehouse of Service
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, AIR-CONDITIONED
OFFICE SPACE

Texas and Pacific
Terminal Warehouse Co.

209 N. Hawkins

(See Companion Service Under Ft. Worth Listing)

and Stokely's Finest brands of canned foods, do an annual volume in excess of \$15,000,000, according to trade estimates. The Honor Brand organization is reputed to do an annual business of about \$1,500,000.

Another Booster for the
Traffic Institute

JUST want to express my appreciation of your cooperation in the movement of the proposed organization of an Institute of Traffic Management.

It is my hope and belief that we will have such an Institute in the near future and I am sure that all capable and qualified traffic managers will assist in the program until the Institute is no longer a dream but a reality.

Traffic problems are so closely related to the nature, character and size of a business that generalization is impossible.

Each company must analyze its own traffic problem; the functions are classified as administrative, cost and service, physical handling, transportation and cooperative.

An organization can lose more money in traffic unknowingly than in any other part of plant and sales operations.

A traffic manager who understands his business pays the organization dividends.

I contend that we need such an Institute to raise the standards of the profession and to protect business.

Therefore, in 1939, let's show the interest and enthusiasm that will bring forth the Institute of Traffic Management.—V. R. Hudder, T. M., Lincoln Engineering Co., St. Louis, Mo.

For the convenience of shippers, this section is arranged geographically

Parade of New Products

Corn Products Refining Co., Pekin, Ill., has developed a corn-waste product known as "zein," previously a stock-feed base, for use in plastic manufacture. A \$200,000 plant has been constructed by the Pekin company to make the product, which imparts a fine coating for paper, and is expected to be used for the manufacture of automobile and airplane instrument boards, gear-shift knobs, door handles and similar purposes.

Gamble-Skogmo Co., Minneapolis, has leased 2 buildings from the Crystal Refrigerator Co., Fremont, Neb., and plans to establish its biggest warehouse in the 15 United States service zones which the company has set up. The warehouse will service stores of the company in Nebraska, western Iowa, northern Missouri and northern Kansas. The zone warehouse system is a new plan of the company replacing a previous plan under which its stores were served from main warehouses at Chicago and Minneapolis.

Philco Refrigerator Co., Philadelphia, recently organized as a subsidiary of Philadelphia Storage Battery Co., Ontario and C Sts., Philadelphia, to manufacture electric refrigerators and parts, will make extensions and improvements in former plant of Conservador Refrigerator Div. of Fairbanks, Morse & Co., 2060 Northwestern Ave., Indianapolis, secured under lease. The new company will be closely associated with Philco Radio & Television Corp., Philadelphia.

Canada Dry Bottling Co., Inc., St. Louis, Mo., recently organized, has leased one and two-story building at 3019-33 Olive St., and will remodel for new mechanical-bottling works.

Detroit Sulphite Pulp & Paper Co., 9125 W. Jefferson St., Detroit, Mich., manufacturer of wrapping paper, tissue and other paper stocks, has let general contract for one-story addition. Cost over \$90,000.

International Agricultural Corp., owner of Union Potash Mines in Mexico, announces that the potash mines are being developed, and that in six months the company will have the answer as to the extent it will go ahead in the potash field.

United States Gypsum Co., Chicago, has announced that its modern new plant in Jacksonville, Fla., has reached completion in record time, and is commencing production operations at once.

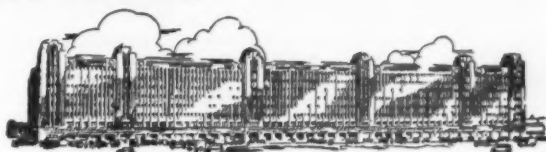
Texas Univ. Storage and Traffic Courses by Correspondence

The Business Administration of the University of Texas, at Austin, has made arrangements to offer the course in storage and warehousing, by John H. Frederick, Prof. of Transportation and Industry, by correspondence through the Extension Teaching Bureau of the University. This course is one that will be taught from the viewpoint of the user of warehouses, for the purpose of giving a better idea of what the warehouse industry can do for them, and not from the point of view of the operator of the warehouse. It is felt, however, that there are many now engaged in the warehouse business who would be interested in taking this course.

The course by Prof. Frederick in traffic management will also be given by correspondence through the Extension Teaching Bureau of the University.

Both courses are available to non-residents of Texas, and may be taken for scholastic credit or not as the student may desire.

FORT WORTH, TEXAS



The Southwest's Finest Warehouse
MERCHANDISE STORAGE
POOL CAR DISTRIBUTION, OFFICE DISPLAY
AND WAREHOUSE SPACE
Texas and Pacific
Terminal Warehouse Co.

(See Companion Service Under Dallas Listing)

HARLINGEN, TEXAS

Jones Transfer & Storage Co., Inc.

Warehouses located at Harlingen, Brownsville, McAllen, Edinburg.
 Merchandise storage—pool car distribution, daily motor freight lines.
 Furniture vans—equipment for heavy hauling.

Service Covers the Lower Rio Grande Valley

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General Merchandise Storage —
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Public bonded warehouses in Corpus Christi on Sou. Pac. and Harlingen on Mo. Pac. RR's. Common carrier motor freight service for Houston, San Antonio, Austin, Brownsville and Rio Grande Valley. Expert handling. S.W.A. members.

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Merchandise Storage — Pool Car Distribution
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MERCHANDISE AND HOUSEHOLD GOODS
STORAGE AND POOL CAR SERVICE
OFFICE AND DISPLAY SPACE

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Merchandise and Household Goods Storage
Pool Car Distribution
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Operators—Houston Division
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T. P. C. Storage & Transfer Company, Inc.
Commercial Storage

OFFICE SPACE PARKING SPACE
MANUFACTURERS AGENTS
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W. E. FAIN, Owner and Manager
Established 1901

TEXAS WAREHOUSE COMPANY

Thirty-eight Years
Under Same Continuous Management

MERCHANDISE EXCLUSIVELY
Pool Car Distribution Sprinklered Throughout
A.D.T. Supervised Service

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Wald Transfer & Storage Co., Inc.
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OVER 50 YEARS IN HOUSTON
Fireproof Warehouse
Merchandise & Household Goods Storage—Pool Car Distribution—
Lift Van Service—20 car length of truckage.
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DISTRIBUTION OF POOL CARS
TRANSFERS HOUSEHOLD GOODS

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SAN ANTONIO, TEXAS

CENTRAL WAREHOUSE & STORAGE CO.

331 Burnett Street

MERCHANDISE EXCLUSIVELY
Pool Car Distribution—Complete Service
Distribution—Storage—Drayage
Inquiries Solicited

Factories on the Move

(Concluded from page 40)

The Reliance Steel Corp., has leased from the Lackawanna Railroad a building of about 22,500 sq. ft. in the Kingsland section of Lyndhurst, N. J. The premises will be utilized as a metropolitan distribution point for steel sheets and strips. The plant will be known as the Century Division, with Herbert Appleby of Detroit in charge.

o o o

Milton Bradley Co., Springfield, Mass., one of the largest manufacturers of school furniture and other school equipment in the East, signed a 5-yr. lease recently for the factory building formerly occupied by Ryerson & Haynes, Inc., on Codwise Ave., New Brunswick, N. J.

o o o

General Petroleum Co. of California, 417 Montgomery St., San Francisco, has let general contract for new bulk oil storage and distributing plant at Gilroy, Cal., with pumping station, steel tanks and other operating facilities. General contract has been let for a similar bulk plant near Soledad, Cal.

o o o

Stuart Oxygen Co., 211 Bay St., San Francisco, manufacturer of industrial oxygen, etc., is arranging for purchase of land in Vernon district, Los Angeles, for new branch plant, including tank storage and distributing facilities.

o o o

Agar Mfg. Corp., Thomas St., Whippany, N. J., manufacturer of corrugated boxes, has asked bids on general contract for new branch plant at Kansas City, Mo. Cost over \$150,000 with equipment.

o o o

Allegheny Ludlum Steel Corp., Oliver Bldg., Pittsburgh, has let general contract for new one and two-story factory branch, storage and distributing plant at 4735 So. Kedzie Ave., Chicago. Cost over \$100,000 with equipment.

o o o

Brunswick-Balke-Collender Co., 629 So. Wabash Ave., Chicago, manufacturer of bowling alleys, billiard tables, etc., has let general contract for one-story factory branch, storage and distributing plant at 1608-14 Baltimore Ave., Kansas City.

o o o

Floyd L. Greene, president of General Refractories Co., has announced from Philadelphia that his company has purchased the Portsmouth Refractories Co., Portsmouth, Ohio. The latter concern eventually is to be dissolved and the plants operated as units of General Refractories, providing outlets to consumers in the Ohio Valley.

o o o

Manufacturers & Fabricators Corp., now located at 4369 Martin Ave., S. E., Cleveland, Ohio, manufacturer of annealing furnaces, will move its plant to Elyria, Ohio, in the spring in order to obtain desired facilities for expansion. Three buildings in Elyria, formerly occupied by the Columbia Steel Co., have been taken on a long term lease by the Cleveland company.

o o o

The Simonds Saw & Steel Co. plant in Chicago will start moving into the windowless factory at Fitchburg, Mass., March 15. The plants at the latter point will be moved into the new factory immediately after the Chicago unit arrives at Fitchburg. There will be in the neighborhood of 150 families brought to Fitchburg from Chicago. It is announced that between 800 and 1000 men will be employed in the factory as soon as all units have been moved in.

o o o

H. C. Goodman Shoe Co., will close its Lancaster,

SAN ANTONIO, TEXAS

MERCHANTS
Household Goods
TRANSFER & STORAGE CO.
Complete Storage and Distribution Service
over 50 years of satisfactory service
Member of A.W.A.—N.F.W.A.—S.W.A.

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POOL CAR DISTRIBUTORS
STORAGE AND DRAYAGE
Dependable Service Since 1913

SAN ANTONIO, TEXAS

Agent for Allied Van Lines, Inc.

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HOUSEHOLD MERCHANDISE
COLD STORAGE CARTAGE
DISTRIBUTION
INSURANCE RATE 10c
Members of 4 Leading Associations

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SOUTHERN TRANSFER & STORAGE CO.
Specialists in Merchandise Distribution
FIREPROOF BONDED STORAGE
U. S. Customs Bonded Warehouse—
Cartman's Permit No. 1

Ohio, plants, employing 300 workers, and move to Columbus, Ohio.

Hollingsworth & Whitney Co., of Boston, will, in the near future, commence construction of a \$5,000,000 pulp and paper mill at Mobile, Ala., which will be completed within 12 mos. Actual work on the project will be started early this yr. and the mill, it is estimated, will give employment to more than 1,000 persons. The company has 5 other mills, all of which are located in Maine. The plant will purchase most of its raw material in the Mobile area, thus affording a new market for Alabama scrub pine. The Boston firm has already signed contract with the state permitting rights of way use by the company on the property of the Terminal Railway, state-owned belt line.

I.C.C. Suit Dismissed on Terminal Contract

The right of private contract between Union Pacific R.R. and Milwaukee and Wabash roads for the use of Union Pacific terminal facilities at Omaha, Neb., was recently upheld by Federal Judge Arthur Miller in dismissing a suit filed by the Interstate Commerce Commission. The I.C.C. had asked that the practice be enjoined, claiming it violated a regulation requiring payment for short hauls should be in accordance with published tariffs.

Judge Miller held that neither I.C.C. regulations nor provisions of the Elkins Act were violated by the contract under which the Milwaukee and the Wabash pay \$1.10 a car for use of Union Pacific terminal facilities. This is 85 cents more than the published tariff, but the Union Pacific asserted it was required for clerical costs in the handling of traffic.

TYLER, TEXAS

Tyler Warehouse and Storage Company
Bonded under the Laws of Texas
General Storage and Distribution from the Center of East Texas. Specializing in Pool Cars Merchandise.

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Member of A.W.A.

Western Gateway Storage Co.
Warehousing in all its branches
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MERCHANDISE AND COLD STORAGE
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CENTRAL WAREHOUSE
Fireproof Sprinklered
Insurance rate 18c. Merchandise Storage. Pool Car Distribution.
Office Facilities.
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Merchandise Storage and Distribution
Over 1,000,000 cubic feet reinforced Concrete Sprinklered Space
Insurance Rate 14 Cents
JENNINGS-CORNWALL WAREHOUSE CO.
Salt Lake City, Utah
Represented by
DISTRIBUTION SERVICE, INC.
New York—Chicago—San Francisco

SALT LAKE CITY, UTAH

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M. A. KEYSER FIREPROOF STORAGE CO.
328 West 2nd South

72,000 Square feet space. Reinforced concrete and brick with office or desk space, also U. S. Customs bonded space. In center of jobbing district. Free switching. Private siding.
26 years Unsurpassed service. Specialists in distribution. Our receipts accepted as collateral by banks for mdse. in storage. Free P. & D. service over rail and truck lines.

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SALT LAKE CITY, UTAH



REDMAN
WAN & STORAGE CO.

60,000 square foot exclusive Household goods Fireproof warehouse. Our own vans anywhere in West. Complete service.

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"This is the Place"

FOR BETTER SERVICE
SECURITY STORAGE & COMMISSION CO.
230 S. 4TH WEST STREET
Over 32 Years' Experience

Merchandise Warehousing - Distribution
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Lowest Insurance Cost - A.D.T. Watchman Service
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AUTOMOBILE STORAGE
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MODERN SPRINKLER EQUIPPED WAREHOUSE
50,000 SQUARE FEET PRIVATE RAIL SIDING
Lowest Insurance Rate in Norfolk. Pool Car Distribution
WE SPECIALIZE IN MERCHANDISE STORAGE
AND DISTRIBUTION
AGENTS AERO MAYFLOWER TRANSIT COMPANY
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Established 1892

SOUTHGATE

STORAGE COMPANY, Inc.

For economical storage and distribution you will want to know more about our individualized services. Our fireproof warehouses are in the Southgate Terminal, on the waterfront and in the center of Norfolk's wholesale district. Served by all rail, water and motor lines.

MEMBER:
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60 Years of Uninterrupted and Expert Service

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Three Fireproof Storage Warehouses—810,000 Cubic Feet Floor Space—Automatic Sprinkler System—Low Insurance Rates—Careful Attention to Storage—Packing and Shipping of Household Goods—Private Railroad Siding—Pool Car Distribution—Motor Van Service to All States—Freight Truck Line.

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RICHMOND, VA.

THE W. FRED. RICHARDSON
Security Storage Corporation
PACKING FOR SHIPMENT
Local and Long Distance Movements
ESTABLISHED 1897
Agent for Allied Van Lines, Inc.

STORAGE
HOUSEHOLD
GOODS
OBJECTS of ART
FURS - RUGS
VALUABLES

RICHMOND, VA.

100,000 Sq. Ft. Space

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ESTABLISHED 1908 1709 E. CARY ST.
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MERCHANDISE STORAGE & DISTRIBUTION
INSURANCE RATES 20c PER \$100 PER YEAR
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BUILDINGS SPRINKLERED

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Finance and Storage
Pool Car Distributors
General Merchandise Storage
421-25 EAST CAMPBELL AVE.
ROANOKE, VIRGINIA

ROANOKE, VA.

ROANOKE PUBLIC WAREHOUSE
Capacity 500 Cars Automatic Sprinkler
Private Railroad Siding Accurate Accounting

We make a Specialty of Storage and Pool Car Distribution for Agents, Brokers and General Merchandise Houses.
Member of American Chain of Warehouses

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EYRES TRANSFER & WAREHOUSE CO.
A Seattle Institution—50 years of outstanding service
Cartage — Distribution — Storage
Highest financial rating; new fireproof, sprinklered buildings; lowest insurance rate (10.2c); modern equipment.
"The Shippers' Open Door to Alaska and the Orient"

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OLYMPIC WAREHOUSE & COLD STORAGE CO.
MERCHANDISE STORAGE & DISTRIBUTION
1203 Western Avenue Seattle, Wash.
Cold Storage—Dry Storage—Rentals—Pool Car Distribution—Office Rentals
Fireproof, brick const.; Sprinkler system; Insurance rate: 12.8c. Siding connects with all rail lines.
Bonded U. S. Customs; State License No. 2; State Liquor Control Board.
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Warehousemen & Distributors of
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Office and Desk Space—Low Insurance Rates
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TAYLOR-EDWARDS
Warehouse & Transfer Co., Inc.
Free switching service—Low insurance rates
Associated with leading warehouses through
DISTRIBUTION SERVICE, INC.
New York Chicago San Francisco
Members of—American Warehousemen's Assn.; National Furniture Warehousemen's Assn.; Washington State Warehousemen's Assn.

Letters to the Editor

(Continued from page 26)

Thanks—Charlie

WORDS fail me in expressing my appreciation of the 1939 DandW Annual Shipping Directory. Bigger and better than most of them and so different and chuck full of real stuff that warehousemen and distributors use 365 days of the year, and get more out of, if they use it, than anything else they buy for the price they pay.

I am enthusiastic about the better way in which this directory is made up in comparison with previous issues, and knowing some of the heartaches and headaches of getting out this book, you and all of the others connected with it are to be congratulated.

So many of your admirers are too shy and modest to tell you what I've said above. If there were some way in which to decorate you, and maybe we will find a way some day, I am hoping that it can be done for rendering to the industry as a whole this very valuable service.—Charles Milbauer, general manager and operating executive, South Eleventh Street Warehouse Corp., Brooklyn, N. Y.

Wants Docket Number of Newark Terminal Case

IN your November issue you printed an article under the heading of "I.C.C. Favors Newark in Public Terminal case."

Inasmuch as we are interested in this type of case, may we request that you advise us as to the full I.C.C. Docket Number or other citation in order that we may secure the full reports on the case.—S. M. Graham, Terminal Agent, Encinal Terminals, Alameda, Cal.
The Docket Listings are Nos. 27810—27511.

May Halt Texas Trucks

The Supreme Court of Texas on March 1 ruled that license and weight inspectors may halt motor trucks to see that they comply with the 7,000-lb. load limit law, but it sustained an injunction by District Judge Bryce Ferguson of Edinburg against other peace officers stopping trucks for such examination.

An injunction of statewide scope that had been issued by District Judge Fountain Kirby of Groesbeck against stopping trucks was stricken out entirely.

The injunctions were issued Feb. 10 during a contest between trucks hauling the lower Rio Grande valley's 15,000,000-box grapefruit crop and state motor police.

Colonel Homer Garrison, Jr., director of state department of safety, said that his 31 inspectors would take their work of weight-checking that was halted by the injunctions a short time ago.

A bill raising the load-limit has been introduced in the legislature and is at the present time in the hands of the House committee on highways and motor traffic. Due to clever parliamentary work by its opponents in committee, it has not been able to reach the floor. Observers say that the probability of the load limit being raised by this session is quite remote.

N. J. Bill Would Widen Metropolitan Area

Boundaries of metropolitan commercial zones would be extended by amending the 1935 Motor Carrier Act under terms of a bill which has been introduced in the United States Senate by Senator W. Warren Barbour at the request of the Newark Chamber of Commerce and other commercial interests concerned with shipping in the Newark, N. J., area.

The bill would place Newark and a wide area of New Jersey in the New York commercial zone and would define metropolitan trucking transportation districts as any given a classification as a metropolitan census district.

An I.C.C. restrictive order included only the section of New Jersey east of the Hackensack River in the New York commercial zone. The territory west of the Hackensack River and Newark Bay was left subject to a wide range of regulations.

The Barbour measure would bring into the commercial zone an area extending to Perth Amboy, New Brunswick, Plainfield, Summit, the Caldwelles and Ridgewood. This area is defined by the Census Bureau as being included in the New York metropolitan zone.

New Jersey truckers outside of the New York restricted area are required to file tariffs and schedules. The Newark Chamber of Commerce contends that Port Newark is in direct competition with New York piers and that regulation of rates to and from Port Newark without similar regulations applying to New York piers is a disadvantage to Port Newark.

N. J. Attacks N. Y. Harbor Lighterage Rates

New Jersey has launched a new attack upon New York harbor lighterage rates in litigation before the I.C.C. in Washington. F. D. Holmes, Jr., director of the New Jersey State Department of Commerce and Navigation, announced March 4 that papers had been filed by Assistant Attorney-General Peacock of New Jersey.

New Jersey's complaint is that freight rates from the West, South and Canada to Manhattan are the same as those to Jersey City, Hoboken and Weehawken, even though the New Jersey municipalities hold natural advantages. It is pointed out there are additional transportation costs to New York and that industry in New Jersey should not be expected to share a part of this added cost.

When the case was before the I.C.C. several years ago, New Jersey received favorable decisions on several points, but the litigation was dropped as an economy move. Last year, \$8,000 was appropriated by the New

SEATTLE, WASH.

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GENERAL MERCHANDISE
STORAGE

100,000 sq. ft. capacity
Established 1900



POOL-CAR
DISTRIBUTORS

U. S. Customs Bond
Free Switching

SEATTLE, WASH.

Member A.W.A.—W.S.W.A.—S.T.O.A.

WINN & RUSSELL, INC.

U. S. Customs Bonded

General Merchandise Storage & Distribution

Insurance .1225 per \$100.00 a year
Trucking Service—Free Switching
Fumigation—Attractive Offices

SPOKANE, WASH.

Millard Johnson
Pres.

W. B. Fehlin
Secty.

Consign to

SPOKANE TRANSFER & STORAGE CO.

308-316 Pacific Ave.

Merchandise Department
Largest Spot-Stocks in the
"Inland Empire."
(67,000 sq. ft.)

Household Goods Dept.
Assembling and distribution of
pool and local shipments
Agents for JUDSON

Member of A.W.A.—American Chain of Warehouses

TACOMA, WASH.

Pacific Storage & Transfer Co.

Member

Drayage, Storage & Distribution



Forward your Stop in Transit and Pool Cars in
our Care (Free Switching). Located in Center
of Wholesale District, 18th & Broadway.

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BLUEFIELD, W. VA.

WM. E. DALE, Owner

TWIN CITY WAREHOUSE & COLD STORAGE COMPANY

Specializing in
Merchandise and Household Goods at Bluefield, Va.
Cold Storage at Bluefield, W. Va.
Private Siding on N&WRR. Free
Switching—Distribution of Pool Cars

HUNTINGTON, W. VA.

Our Government, City and County, have at this time about ten million dollars in various projects in city and county under construction. This is all in addition to industrial payrolls. Don't you want to get your share of this business? Our warehouse is the open door. Don't forget—five million population can be served over night through our warehouse.

The W. J. Maier Storage Co.

EAU CLAIRE, WIS.

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Storage & Forwarding Company

Warehousing & Distribution

One of the finest in the State
Licensed & Bonded

113-119 S. Dewey St.

Eau Claire, Wis.

GREEN BAY, WIS.

Established 1903

LEICHT TRANSFER AND STORAGE CO.

121 South Broadway

Merchandise Distributors and Household Goods
Forwarders.

Haulers of Cement and Contractors Equipment and Heavy Machinery
to All Points.

U. S. Customs, Warehouse, State and Public Bonded.

Waterfront Facilities; Private Siding CR&W.

Wood Pulp a Specialty. Pool Car Distribution.

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★Atlas' complete warehousing and distribution facilities build good-will for you, with prompt, courteous service that pleases your customers and saves money for you.

- Private siding on C.M. & St. P. & P. R. R.
- Over-night motor freight service to key markets.



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Bonded. State of Wisconsin
Licensed and Bonded.

ATLAS STORAGE CO.

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Represented by DISTRIBUTION SERVICE, INC.

New York—100 Broad Street Chicago—219 E. North Water Street
San Francisco—625 Third Street

MILWAUKEE, WIS.

ESTABLISHED 34 YEARS

850 Foot Dock

HANSEN STORAGE CO.

Largest in Wisconsin
18 Warehouses
Specializing in—
Merchandise Distribu-
tion and Complete
Branch House Services

TRACK CAPACITY FOR 50 CARLOADS
DEPENDABLE EXPERT QUICK SERVICE

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FIREPROOF WAREHOUSE CO.

WAREHOUSE SERVICE OF EVERY DESCRIPTION LOCATED IN HEART OF BUSINESS DISTRICT
RAILROAD SIDINGS AND DOCKING FACILITIES

OFFICES: 206 W. HIGHLAND AVE.
Member of A.W.A.—W.W.A.—N.F.W.A.

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NATIONAL TERMINALS CORPORATION

954 SO. WATER STREET
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Milwaukee's most modern and best located Waterfront Warehouse. Automobile storage. Warehousing on unit basis for spot stocks. Storage "in transit". Pool car distribution, Customs Bonded.
Member of A.W.A. & W.W.A.

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National Warehouse Corporation

—STATE BONDED—

EVERY CONCEIVABLE WAREHOUSE & DISTRIBUTION SERVICE AFFORDED
"Milwaukee's Finest"

468 E. Bruce St., C. & N.W.R.R. Siding
Member—American Warehousemen's Ass'n.

WAUKESHA, WIS.

HAROLD T. ORR, Pres. & Mgr.

ORR TRANSFER & STORAGE CO.

212 W. SAINT PAUL AVE.

STRICTLY HOUSEHOLD GOODS STORAGE

MACHINERY MOVING AND ERECTING
DISTRIBUTE POOL CARS

Ship via C. M. & St. P. Ry. - Yellow Truck Lines, Inc. - CARGO INSURANCE
Member, North American Van Lines, Inc.

Jersey Legislature to continue the fight, but the I.C.C. held it would be necessary to begin a new case, since the circumstances might have changed since the previous litigation was dropped.

Holmes stated his department and the Attorney-General's office in Trenton have spent a large portion of the \$8,000 appropriation in obtaining new facts and figures and the services of experts. He expects it might cost about \$12,000 more to carry the case to a conclusion.

Kansas City Warehousemen Elect Cole

The annual meeting and election of officers of the Kansas City Warehousemen's Assn., held Feb. 24, elected the following officers and directors:

President, Frank M. Cole, Radial Warehouse Co., No. Kansas City, Mo.; vice-president, merchandise division, C. C. Daniel, Jr., Central Storage Co., Kansas City; vice-president, household goods division, J. E. Perky, Perky Bros Transfer & Storage Co., Kansas City; vice-president, cold storage division, H. L. Trask, U. S. Cold Storage Co., Kansas City; and Secretary-treasurer, F. H. Floyd.

Directors are as follows: R. F. Wallace, Crooks Terminal Warehouses; J. C. Wirthman, Lincoln Storage & Moving Co.; A. J. Canfield, Interstate Transfer & Storage Co., and B. Z. Harty, Walnut Warehouse, Inc.

President Cole in his annual report commented upon the splendid cooperation of the members which arises primarily from the regular meetings of both the household goods and merchandise divisions, where matters of any controversy among the members are dealt with promptly and where all members feel free to place their cards face up on the table. This tends to preserve friendly and cordial relations among the members.

Mr. Cole has served this association for 10 consecutive years and was reelected for the coming term.

May Increase Truck Load Limits in Tennessee

The lower House of the Tennessee legislature on Feb. 27 voted to reconsider the truck weight and license bill defeated the previous week. Additional revenue from trucks will be sought and upping of present truck load limit from 18,000 to 22,000 lbs., with corresponding increase on cost of license tags, etc. The bill has been bitterly fought. It is believed that additional revenue of \$810,000 per annum would be raised under the suggested enactment. Truck owners generally favor the increased limit.

C.W.A. of Ill. Discusses Proposed Truck Law

The committee on legislative activities of the Central Warehousemen's Assn. of Illinois, consisting of E. L. Valentine, M. R. Range, C. B. Hall, L. R. Johnson, James Lawrence, A. E. Richards, A. W. Hillier, Russell Hillier, J. D. Ullman and R. F. Watt, met with the secretary of the Uniform Truck Regulation Commission, Charles Mansfield, at Springfield, Feb. 11, to discuss the proposed state law which has been introduced to the present session of the legislature.

The committee was in agreement on the law as set up with the following exceptions:

1—Contract carriers should be required to comply with the same rate regulations as other carriers. To do this an amendment will have to be prepared to add Section 14 to sub-section D of Section 4, page 6.

2—Amend Section 22 by adding on page 25 the words "bill of lading"; by adding the words "on one or other" in line 12 after the word "give"; by adding the words "rates or charges" after the word "size" in line 14; strike the words "if so, the name of the insurance company," within brackets on lines 14 and 15; and by striking the words "forwarded to the" from line 29 and substitute in place thereof "subject to inspection by the."

The legislative committee of the C.W.A. of I., after making this thorough study of the proposed law, feel that this is the best piece of legislation that has been proposed to date for the benefit of the industry.

No Users for Florida Canal. Says Opponent

Senator A. H. Vandenberg of Michigan is claiming that the Florida Ship Canal, if built under the new conditions proposed by President Roosevelt, would cost \$350,000,000 and would find no substantial users.

Stirred by a new report from the Commerce Department favoring the building of the canal after a previous unfavorable report, Senator Vandenberg renewed his opposition fight, declaring that under the direction of Secretary Harry Hopkins the department had changed its opinion virtually overnight. He disclosed that he had written to potential shippers in the Southern area and would be ready at the proper time to show they did not intend to use the canal even if it were built.

Canned Goods Available

According to the Canned Pea Marketing Cooperative, Chicago, there are now available in cans 215 different kinds of victuals. Included are 46 varieties of vegetables; 41 of specialties, evaporated milk, molasses, plum puddings, etc.; 37 sorts of canned soups; 33 different fruits; 27 varieties of fish and shellfish, caviar to oysters; 23 canned meats, in addition to eight ready-to-eat entrees including Hungarian goulash and Irish stew.

The pea industry alone operates more than 300 canning plants covering 18 states. Their labels and brand names number several thousand.

Postponement to April 1 in Ex Parte No. 104 Case

The I.C.C. has postponed to April 1 the effective date of its order in Ex Parte No. 104, part VI, warehousing and storage of property by carriers at the port of New York. Request for postponement of the order, effective Feb. 2, 1937, as amended, and stayed by the United States District Court, Southern District of New York, was made by the Baltimore & Ohio, Central of New Jersey, Delaware, Lackawanna & Western, Erie, Lehigh Valley, New York Central, and the Pennsylvania, respondents in the proceeding.

Rail Rate on Chemical Set

The Interstate Commerce Commission has authorized railroads to establish a rate of 26 cents per 100 lbs. on ethylene dibromide from Wilmington, N. C., to Carney's Point, N. J., and a similar rate on denatured alcohol from Carney's Point to Wilmington. The railroads received permission to establish the 26-cent rate while maintaining higher rates from and to intermediate points. The I. C. C. said the low rate was justified on the ground of water competition.

April Again Perfect Shipping Month

Due to the success of the campaign conducted in April, 1938, the observance of a Perfect Shipping and Careful Handling Month will be repeated in April this year. Although this month has been designated as the month for concerted and forceful action along these lines by both shippers and carriers alike, it is hoped the impetus behind the movement and the experience gained will have a very beneficial result throughout the year.

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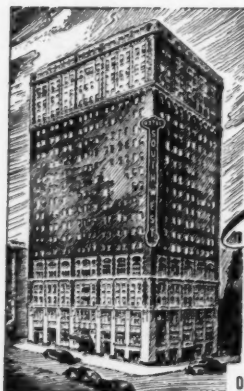


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